Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL
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Front cover photograph

A consignment of goods at Hull docks awaiting shipment to Brazil as part of a contract to supply a complete hospital network. The contract, won jointly by Coseley Buildings Ltd., of Wolverhampton and the International Professional Consortium for Health Services, London, is to supply a complete hospital service on a 'turnkey' basis throughout the State of Amazonas. The network of fully equipped pre-engineered health centres will comprise six hospital complexes, 24 health centres and 13 outpatients units located variously at 43 sites throughout the interior of the Amazon.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	16 Dec. 1970
UK balance of payments (Q)	23 Dec. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	8 April 1970
Capital expenditure	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	16 Dec. 1970
Industry's investment intentions (3 times a year)	14 Oct. 1970
Catering trades turnover (M)	This week
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisitions and mergers (Q)	2 Dec. 1970
New companies registered:	
Gt. Britain (M)	16 Dec. 1970
N. Ireland (M)	23 Dec. 1970
Computers:	
UK computer market (Q)	This week
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	9 Dec. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	2 Dec. 1970
Electronics capital equipment deliveries, research and development (Q)	28 Oct. 1970
Engineering and electrical goods:	
Production, exports and orders (M)	23 Dec. 1970
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	6 Jan. 1971
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	23 Dec. 1970
Footwear industry orders and deliveries (M)	25 Nov. 1970
Foreign trade:	
EFTA trade (Q)	9 Dec. 1970
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufacturers (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	23 Dec. 1970
Value of overseas trade; analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	This week
Industrial building (Q)	28 Oct. 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	23 Dec. 1970
N. Ireland index (M)	30 Dec. 1970
Wales index (Q)	23 Dec. 1970
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book value of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	16 Dec. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	18 Nov. 1970
Deliveries (Q)	18 Nov. 1970
Production (M)	This week
Volume of production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	6 Jan. 1971
Motor trades turnover (M)	This week
Office development permits (Q)	30 Dec. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	30 Dec. 1970
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	23 Dec. 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	23 Dec. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Steel consumption (Q)	23 Dec. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	16 Dec. 1970
Retail (M)	16 Dec. 1970
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	30 Dec. 1970
Cotton production (M)	6 Jan. 1971
Hosiery production (M)	23 Dec. 1970
Wholesale houses sales (M)	16 Dec. 1970
Wool exports (Q)	25 Nov. 1970
Wool output (M)	6 Jan. 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	23 Dec. 1970

Department of Trade and Industry Organizations, etc.

Subjects	Last Published
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	This week
Customs notices of interest to exporters	9 Dec. 1970
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	23 Dec. 1970
Half-yearly index – July to October 1970	9 Dec. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970
Releasedates of economic statistics	23 Dec. 1970

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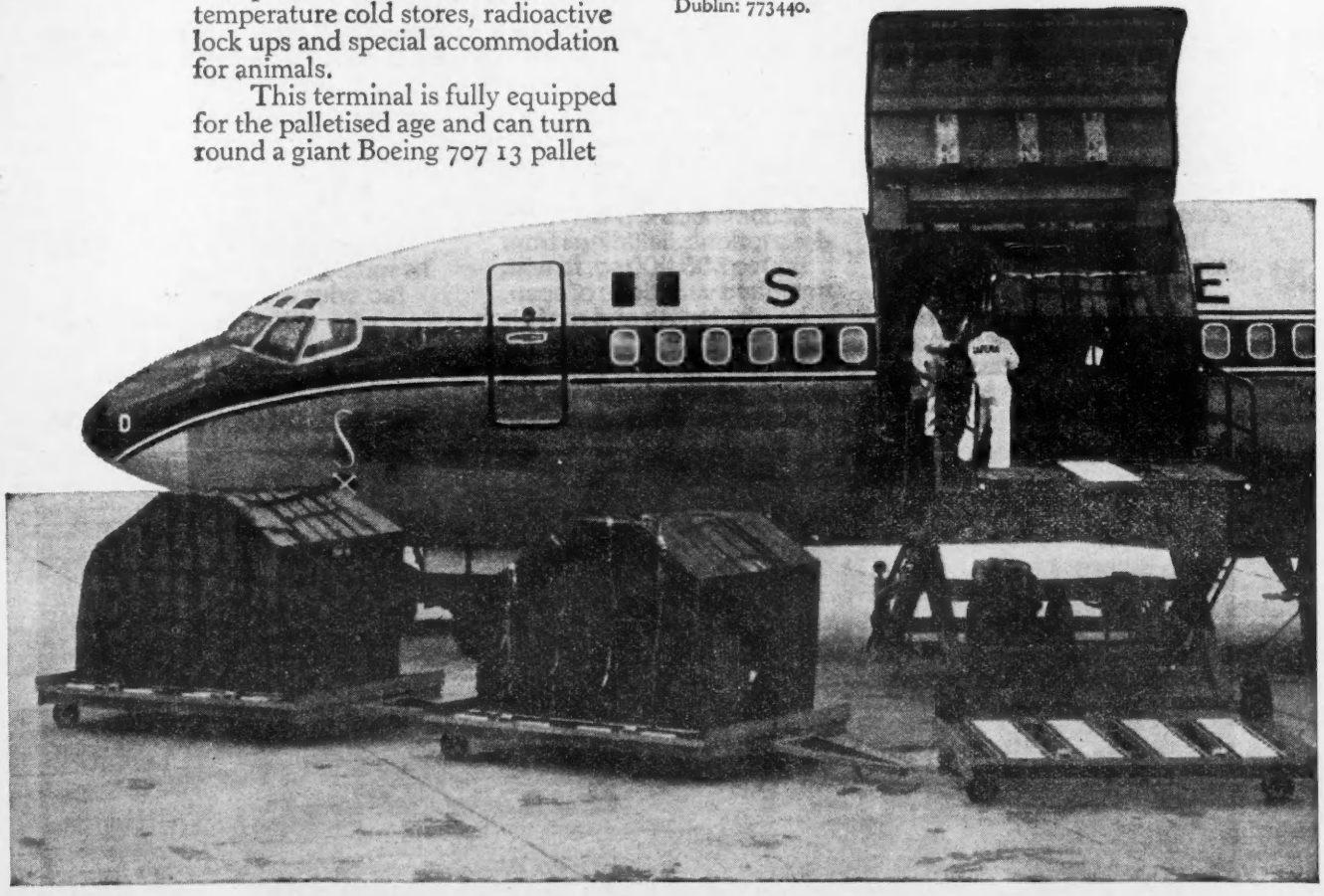

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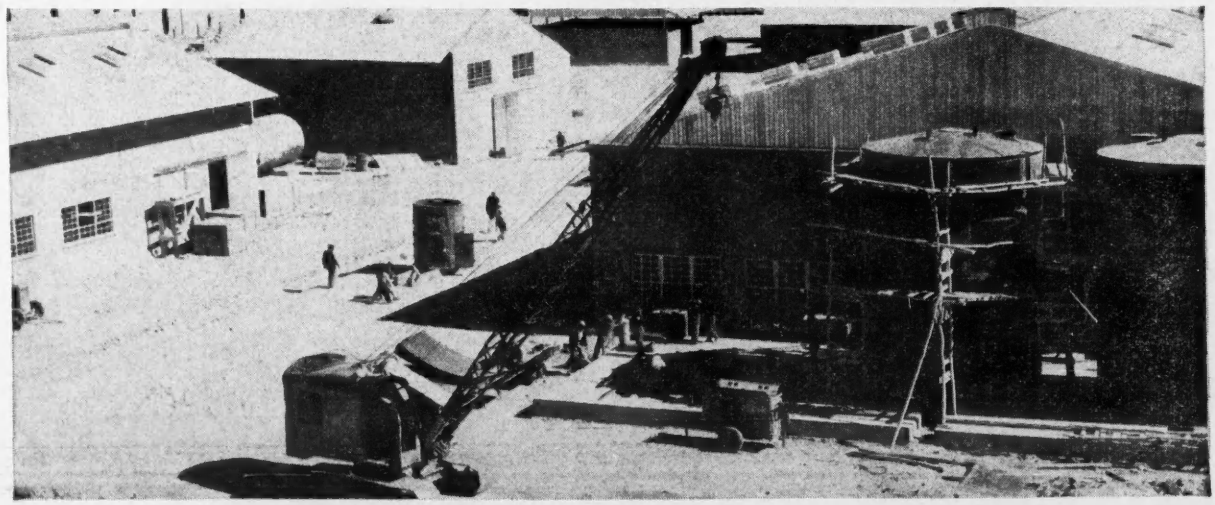
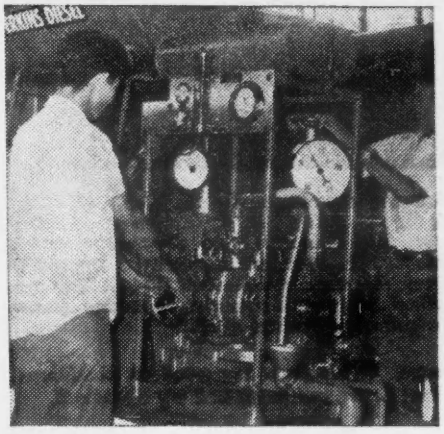


TRADE WITH CENTRAL AND SOUTH AMERICA—6

El Salvador—The little giant

By Mr. Rex Gordon Farrar, First Secretary and HM Consul at British Embassy, San Salvador



Students at work in the thermodynamics, physics and principles of electricity laboratories at the Central American Technological Institute opened in El Salvador in 1969. Britain has supplied £68,000 worth of equipment for the Institute and contributed to the cost of the buildings. Britain has also provided the Principal, the heads of the two main departments and two workshop supervisors. Personnel from Central America who will eventually replace them have been trained in Britain. Although situated in El Salvador, the Institute opens its doors to all Central American students.

JUST AS PEOPLE in Britain may remember the Central American state of El Salvador better for its participation in the World Cup at Mexico last June than for the fact that it has the highest population density (400 to the square mile) on the mainland of Latin America, so British prowess at football is respected but the average Salvadorean businessman knows little about Britain's technical achievements and even less about British goods and equipment.

Why El Salvador?

But why show any interest in El Salvador at all? Trade statistics provide the answer. In 1969 British firms won contracts worth more than £600,000 for the supply of port handling equipment, scientific instruments and electrical plant. At the El Salvador International Fair 'Centro-America 70' sales at the (unofficial) British Pavilion by the 27 British firms exhibiting easily topped the £100,000 mark. Machine tools occupied two-thirds of the 400 square metres of space. Irrigation equipment, bicycles and Scotch whisky took the rest. Attendance at this year's International Fair exceeded 400,000. A successful second International Book Fair, in which British publishers participated, was also held recently: this will now be an annual event.

What can I sell?

The list is not exhaustive. It is a selective field. With tariff protection for locally-manufactured goods, prospects are brightest for:

CAPITAL GOODS: Plant, machinery, particularly textile – El Salvador has nearly 50 per cent of the total capacity of the five Central American Common Market (CACM) member states; food processing; printing and plastics.

CONSTRUCTION EQUIPMENT: The Salvadorean Government is embarking on a big road-building programme. The new tourist industry, offering the scenic beauty of this land of lakes and volcanoes, is being backed up by hotels, marinas, air-strip and road modernization.

PORT-HANDLING EQUIPMENT: The port authorities have already spent more than £2 million on enlarging facilities at the principal port, Acajutla. A further breakwater, costing £1½ million, will enable seven vessels to unload simultaneously. Cranes, fork-lift trucks and other handling accessories will be needed for Acajutla and for the other two Salvadorean ports if they too are modernized.

MACHINE TOOLS, ENGINEERING AND ANCILLARY EQUIPMENT: First, for local industries – which span metal structures and wire; shoes; cement; furniture; oil-refinery; light engineering; household goods; paper conversion and printing; cigarettes; plastic goods including tubing; and pharmaceuticals. Secondly, for new technical institutes, under the Government's US $8½ million technical education programme, partly financed from a World Bank loan of US $5 million.

LABORATORY, SCIENTIFIC AND MEDICAL EQUIPMENT: With a population growth of 3.5 per cent annually and a new hospital building programme, there is scope for business whether packaged or as straightforward offers of equipment. Greater emphasis is being given to scientific and technical education and new laboratories are being built in schools and universities.

AGRICULTURAL EQUIPMENT: Apart from the main foreign exchange earners, coffee, cotton, sugar and shrimps, the Government is encouraging diversification of agriculture and stimulating higher yields, both to feed the growing population (50 per cent are under 14 years of age) and to export. The recently enacted Irrigation Law will help to open up new areas for cultivation. With Central America completely free of foot and mouth disease a meat-exporting industry is planned, but the country has no modern slaughterhouses. Agricultural equipment and machinery, livestock and veterinary products, fertilizers, slaughterhouse and irrigation equipment are therefore all needed.

(Continued on next page)

EL SALVADOR, *continued*

How big a market?

The moderate but lucrative market for goods in demand as listed above has barely been tapped so far by United Kingdom exporters. There is also the Central American Common Market itself: potentially one large market of some 15 million instead of five separate ones each of a few millions. El Salvador is already responsible for 35 per cent of this total intra-regional trade. Taken as one unit, the CACM region is the sixth best Latin American market (£15½ million in 1969) for British exports. Once the existing short term trade restraints in the region, arising out of the El Salvador-Honduras conflict, are resolved the long term potential of the region will be seen. Even in 1969, when regional trade was at a low ebb, total imports of the five Central American republics from outside the CACM area amounted to £340 million. Market unity is a significant factor to take into account when British exporters are considering whether or not to do business with El Salvador.

Previous articles in this series have been: 'Costa Rica: small but rich in opportunities' (October 28 issue); 'Peru: the changing economy' (November 11); 'The Venezuelan economy and Anglo-Venezuelan trade' (December 2); 'Panama: The right time to tackle a promising market' (December 16); 'Brazil: one of the world's most exciting and varied markets' (December 30).

Publicity for British technical achievement

Britain's technical aid programme in El Salvador is bringing home to Salvadoreans that we have much to offer. The need is for agriculture and industrial technical training at the supervisory and administrative levels. Both are vital to the growth of the Salvadorean and other Central American economies.

Under joint Anglo-Salvadorian sponsorship, the Central American Technical Institute (ITCA) in which some £¼ million of United Kingdom taxpayers' money is invested, started early this summer with 200 first-year students in civil, mechanical and electrical engineering. There will eventually be 600 students, drawn from other Central and Latin American countries as well as El Salvador. All the equipment, machinery and books have been sent from Britain and British experts are on the staff. The Institute is also advising Salvadorean industry on technical matters and providing testing facilities.

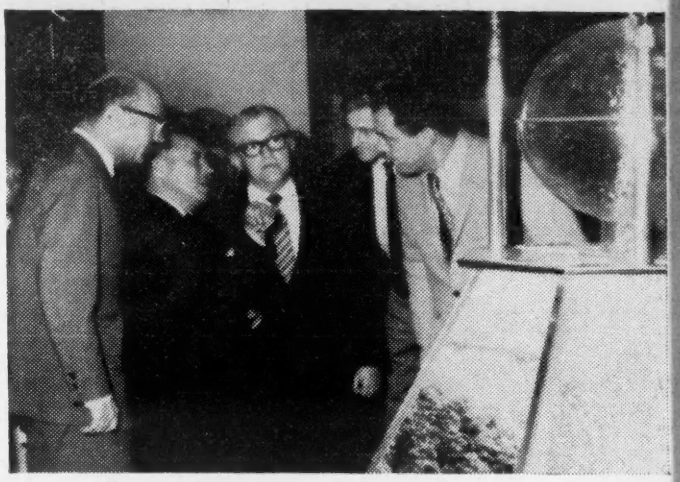
British experts on livestock, plant protection and post-harvest marketing are showing what modern British agriculture can contribute. Salvadorean experts are being trained in Britain. New exporters will thus be entering a market which is already interested in British equipment and techniques in these specific fields.

Overseas competition

One thing is certain. Our overseas competitors are attacking this market even though they are heavily committed elsewhere. They see the potential. Salvadorean imports from outside the CACM area amount to about £75 million, of which the United States supplies one-third; Japan £7½ million; Western Germany £6 million; and the United Kingdom just under £3 million. We have a favourable balance of trade and any encouragement to Salvadorean exports to Britain would benefit both sides, particularly if the trading is complementary. The Salvadorean aim to export meat is a case in point. Britain offers a market; Central America is free from foot and mouth disease: and El Salvador needs modern slaughter houses.

How to sell in El Salvador

The market cannot be tackled in the same way as for a highly industrialized, modern, sophisticated, country. El Salvador is small enough for the personal approach to count more than any high-pressure sales campaign. The seller must know the people he is dealing with. Long-distance correspondence is merely frustrating – replies are rarely forthcoming. In the specific industries and projects where there is lucrative business, firms specializing in these identified areas should go all out to succeed. This means providing fully illustrated brochures, in *Spanish;* making personal visits – not just one-day 'whistle stops' and appointing local agents if continuing business is expected. If prospects are poor or conditions of sale cannot be met then better cut loose and try elsewhere.



Pictured at the El Salvador International Fair, 'Centroamerica 70' (November 7-23), are (left to right): Mr. R. G. Farrar, First Secretary, British Embassy; HE General Fidel Sánchez Hernández, President of the Republic; Mr. Alex Dutriz, President, International Fair Committee; Messrs. Hayward and Hunter, Wright Rain representatives. General Fidel Sánchez Hernández is asking questions at the Wright Rain irrigation equipment stand.

Financial terms

For big projects or package deals long-term finance is vital. El Salvador is a developing country. Capital investment is needed but funds are insufficient. Apart from normal credit coverage, Britain has a £3 million line of buyer credit with the Central American Bank of Economic Integration (CABEI) hardly used. A British finance house has also recently negotiated a line of credit with the Salvadorean Central Reserve Bank offering up to five years. Finance precedes talk about the type of equipment in these cases.

Future prospects

Lacking natural resources El Salvador has to depend on the drive and initiative of her people to achieve economic progress. Her annual increase of 6 per cent in gross national product and 10 per cent in industrial output throughout the 1960's is a measure of their success. Yet, the country is still dependent on cash crops for foreign exchange. El Salvador is a leading world coffee exporter and world commodity prices are booming. Salvadorean industrialists look to the future. More and more they favour joint ventures with foreign companies providing the know-how and investments (whether as money or equipment, or licensing agreements). Firms such as Shell, Unilever, British American Tobacco Company and Glaxo already have a stake in the country; other British firms have licensing arrangements.

Conclusions

Conditions are good for British firms really interested in doing business and which can meet the specific needs I have described. The British Technical Assistance Programme is appreciated and has engendered much goodwill towards Britain. Our foreign competitors are making great efforts to improve their trade figures. Let us do the same.

EXPORT HANDBOOKS

The Department of Trade and Industry has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 *pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section* (555), *DTI,* 1 *Victoria Street, London, S.W.*1.

Mr. Michael Noble visiting Venezuela and Colombia

CONTINUING HIS on-the-spot surveys of export markets, Mr. Michael Noble, Minister for Trade, Department of Trade and Industry, is currently visiting Venezuela and Colombia.

Mr. Noble's timetable included visits to Caracas on January 11 to 13 and Bogota on January 14 to 17. In Caracas and Bogota the Minister is holding discussions with the central government authorities on bilateral trade developments. He is also meeting representatives of British companies operating in the two capitals and British officials responsible for export promotion.

The Minister will return to the United Kingdom via Washington, where during a one-day visit he will have discussions with members of the United States Administration concerned with subjects for which he is responsible.

Chairmanship of the National Coal Board

MR. JOHN DAVIES, Secretary of State for Trade and Industry, announced on January 5 that, on November 27, he invited Lord Robens, the chairman of the National Coal Board, to continue in office for a further period of five years. Lord Robens informed the Secretary of State that after full consideration he did not wish to serve for a third term as chairman of the Board, but that he would be prepared to remain as chairman for a period of up to six months after the expiry of his present term while arrangements are made for the appointment of a successor.

Application for import duty drawback schemes for certain fresh fruit and vegetables

THE DEPARTMENT of Trade and Industry are considering an application for import duty drawback schemes for the following fresh fruit and vegetables which are re-exported in the same state in the packages in which they were imported:

Fruits
Apricots
Avocado Pears
Bananas
Bilberries
Chinese Gooseberries
Clementines
Cranberries
Dates
Figs
Lemons
Limes
Litches
Mangoes
Mandarins
Melons
Pineapples
Pomegranates
Satsumas

Vegetables
Aubergines
Capsicums

Any interested party wishing to support or oppose this application should do so in writing to the Department of Trade and Industry, Tariff Division (D), 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than January 25, 1971.

Consideration of mergers by the DTI

THE DEPARTMENT of Trade and Industry announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

1. Proposed acquisition by Courage Ltd., of Plymouth Breweries Ltd.
2. Proposed merger of the milling and bread bakery interests of the Co-operative Wholesale Society Ltd., and J. W. French & Co. Ltd.

Air Traffic Control—new address

THE ADDRESS of the Department of Trade and Industry's Directorate of Air Traffic Control Officer has moved from Building 76, Hillingdon House, Uxbridge to 8th Floor, 1-6 Tavistock Square, London, W.C.1. The new telephone number is 01-837 3366.

New deputy chairman of Air Transport Licensing Board appointed

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has appointed Sir Algernon Rumbold to be Deputy Chairman of the Air Transport Licensing Board as from January 1, 1971.

Notes

The appointment of Sir Algernon Rumbold to the Board was announced on December 4, 1970.

Sir Algernon was a Deputy Under Secretary of State at the Commonwealth Relations Office between 1958 and 1966. Since he left the Civil Service, he has on several occasions been appointed as a Commissioner to hear appeals against decisions of the Air Transport Licensing Board.

The post of deputy chairman of the Board became vacant with the appointment of Mr. J. H. Lawrie to be chairman of the Board as from January 1, 1971. Mr. Lawrie had been deputy chairman since 1968.

Revocation of anti-dumping duties on Australian and Belgian stearine

THE DEPARTMENT of Trade and Industry have made an Order revoking as from January 12, 1971, the anti-dumping duties on Australian and Belgian stearine which were originally imposed on April 14, 1967, and were suspended for 12 months from January 31, 1970. The Department have made it clear to all interested parties that it would be open to the British industry to make a fresh anti-dumping application if at any time they have *prima facie* evidence that imports of stearine at dumped prices from any source or sources are causing or threatening them with material injury.

Copies of the Revocation Order, the Anti-Dumping Duty Order (1967) Revocation Order 1971 (SI 1971 No 2), can be obtained from HMSO, 49 High Holborn, London, W.C.1 (price 5d.) or by post from HMSO, PO Box 569, London, S.E.1 (price 9d.).

Decimalization: HM Customs and Excise public notices

HM CUSTOMS AND EXCISE have published a number of leaflets explained the effects of decimalization on accounting, payments and documents for official purposes, etc. These are.

Public Notice	No. 468	Import Entries and Drawback.
	No. 469	Revenue duties and related Excise Licences.
	No. 470	Betting and Bingo Duties and Film Levy.
	No. 471	Warehousing.
	No. PT 77P	Purchase Tax.

Copies of these Notices have been distributed to traders known to be directly concerned. Additional copies may be obtained from any local Officer of Customs and Excise (address as in telephone directory).

HM Customs and Excise Tariff

In the Tariff for 1971 the decimal equivalents of £ s. d. amounts (other than whole numbers of pounds) have been shown in square brackets.

The decimalized amounts are the exact equivalents of the £ s. d. amounts and have been expressed to four decimal places of a pound (two decimal places of new pence). In those cases where the statutory duty rates due to be in force on D Day would not convert exactly to an amount in decimal currency they have been marginally reduced to the nearest lesser £ s. d. amount which will be suitable and convenient (e.g. 2s. 2d. per lb becomes 2s. 1.92d. [£0.1080] per lb). The area of substantive change has, however, been minimised by occasionally changing the unit of quantity used for charging duty (e.g. ¾d. per lb becomes 7s. 0d. [£0.3500] per cwt).

Forms

The existing forms are being revised. They will be replaced as soon as possible after D Day by amended versions in which the present £ s. d. columns will be reduced to two – one for whole pounds and the other for new pence. Until the forms are available, the existing £ s. d. prints will continue in use. The third (i.e. 'd') column should be ignored and new pence inserted in the second (i.e. 's') column. The letters 's' and 'd' are to be deleted where necessary.

ECGD appointment

MR. JOHN DAVIES, Secretary of State for Trade and Industry, with the approval of the Prime Minister, has appointed Mr. R. Fell, CBE, Secretary of the Export Credits Guarantee Department with effect from March 8, 1971 in succession to Sir Anthony Percival, CB, who is retiring from the public service.

Note:

Mr. Fell joined the Board of Trade in 1947, and in 1967 was promoted Under-Secretary in charge of the Export Policy and Promotion Division.

North Western Electricity Consultative Council

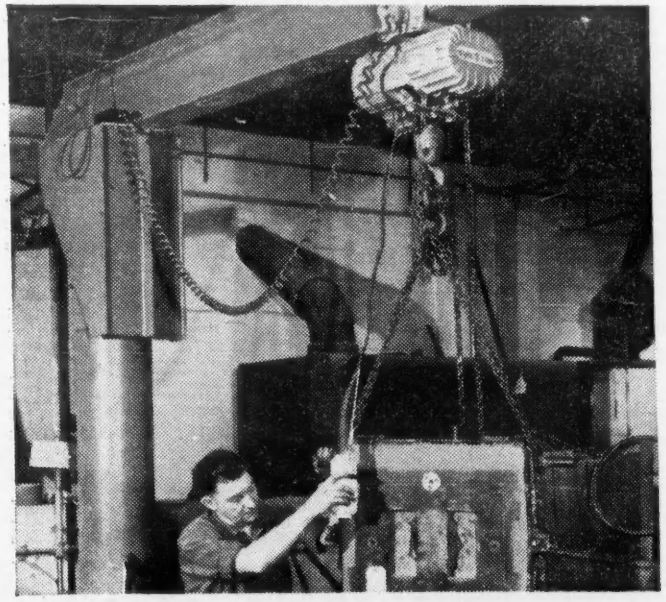
THE SECRETARY of State for Trade and Industry has authorized the appointment of the following as members of the North Western Electricity Consultative Council: Lt. Col. S. Bootland, TD, of Prestbury; Councillor N. B. Forsyth, of Kendal; Alderman C. S. Franks, of Cheadle; Mr. E. C. Dickson, of Goosnargh; Mr. J. G. Healey, of Wythenshawe; and Mr. T. Taylor, JP, of Darwen.

Safety on fishing vessels

AN ILLUSTRATED BOOKLET 'Safety on Fishing Vessels' is being distributed to the fishing industry. It describes safety procedures aboard fishing vessels, for handling gear, fish and ice, procedures for trawling, purse seining, Danish seining, longline fishing, pottery work, in the galley, and the servicing of machinery, boilers and related equipment. The booklet is being distributed through the Marine Offices of the Department of Trade and Industry with the co-operation of fishing organizations and societies, and the Transport and General Workers Union.

The booklet has been produced from the 'Recommended Code of Safety of Fishermen on Trawlers' prepared by a Working Group comprising representatives of industry and Government Departments concerned. The recommendations principally concerned trawlers over 80 feet in length but the booklet also includes safety procedures applicable to smaller vessels.

Further copies of 'Safety on Fishing Vessels' can be obtained from Marine Library, Department of Trade and Industry, Room G/7, 90-93 High Holborn, London, WC1V 6LP.



A Herbert Morris independent pillar jib crane has helped a Birmingham foundry to meet their first export order for stainless steel castings. Mr. A. Gabriel, managing director of Gabriel & Co. Ltd., won the order for valve body castings from De Zurik of Galt, Ontario. To help meet the increased demand of this important order, Gabriel installed a Morris independent jib crane, fitted with a one ton ChainMaster electric hoist, that has increased the company's moulding capacity by 25 per cent.

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 27, 1971.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.34	Di-*n*-octyltin oxide	As in previous column	December 31, 1971	13550
29.35	Nitrofurantoin	As in previous column	December 31, 1971	13547
39.03	Hydroxybutylmethyl cellulose	As in previous column	December 31, 1971	11592
73.13	Steel plates containing not more than 0·35% by weight of silicon, of a width not less than 2,812 millimetres and not more than 2,825 millimetres, of a length of not less than 11,430 millimetres and not more than 12,395 millimetres and of a thickness of not less than 12 millimetres and not more than 14 millimetres	Silicon-killed steel	May 4, 1971	11576
95.05	Coral simply shaped in the form of cabochons, marquises, boutons, or the like, polished, but not faceted or otherwise worked	Coral simply shaped and polished	December 31, 1971	11204

Note:

Interested parties will wish to know that an application has been received to amend the temporary exemption definition of 'Succinic acid which, in the dry state contains not more than 97 percent by weight of free acid calculated as succinic acid, which was advertised in the *Board of Trade Journal* dated January 17, 1969, to the following:

Succinic acid (29.15)

Interested parties will wish to know that an application has been received to amend the temporary exemption definition of Molybdenum flat strip . . . .(81.02) which was advertised in the *Board of Trade Journal* dated September 30, 1970, to the following:

81.02 Molybdenum flat strip in coils, containing not more than 0·05 per cent by weight of iron and not more than 0·01 per cent by weight of nickel as major impurities of a thickness of not less than 0·02 millimetre and not more than 1·3 millimetres, and of a width of not less than 0·5 millimetre and not more than 3·6 millimetres

Interested parties will wish to know that an application has been received to amend the temporary exemption definition of electrical steel (73.15) which was advertised in the *Board of Trade Journal* on February 4, 1970, to the following:

73.15 Sheets of alloy steel rectangular or in coils, containing not less than 2·8 per cent nor more than 3·5 per cent by weight of silicon as the major alloying element whether or not coated, of a width exceeding 500 millimetres, but not more that 1,250 millimetres, of a thickness not exceeding 1·6 millimetres

Sir John Eden in the North-East

SIR JOHN EDEN, Minister for Industry, Department of Trade and Industry, visited the North-east on January 11. He paid a courtesy call on the Mayor of Sunderland, visited the Southwick yards of Austin and Pickersgill Ltd. and toured the engine works and yards of the Doxford and Sunderland Shipbuilding and Engineering Co. Ltd.

During both visits Sir John met shop stewards and later met members of the Northern Regional Advisory Committee of the TUC in Newcastle-upon-Tyne.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Addition

Kirbolt Investments Ltd., 65 London Wall, London, E.C.2

Deletion

Continental Bankers Agents Ltd., 82 Lombard Street, London, E.C.3

Exempted Dealers

Additions

Continental Bankers Agents Ltd., 82 Lombard Street, London, E.C.3

Dow Banking Corporation, 108 Fenchurch Street, London, E.C.3

First Chicago Ltd., 1 Royal Exchange Buildings, Cornhill, London, E.C.3

Williams Glyn & Co., 20 Birchin Lane, London, E.C.3

Deletions

Australia and New Zealand Bank Ltd., 71 Cornhill, London, E.C.3

The English Scottish and Australian Bank Ltd., 55 Gracechurch Street, London, E.C.2

Change of Address

The British Empire Trust Company Ltd., 55 Bishopsgate, London, E.C.2.

AUTHORIZED UNIT TRUST SCHEMES

THE FOLLOWING amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1970 Particulars of Dealers in Securities and of Unit Trusts:

Additions

Groupand/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Key Fund Managers Ltd., 31 Throgmorton Street, London, E.C.2	The Key Capital Fund	General Accident Fire and Life Assurance Corporation Ltd, General Buildings, Perth Scotland

Changes

The managers of Britannia Assets Fund have been changed from Britannia Unit Trust Managers Ltd. to Jessel Britannia Group Ltd. and the trustee from Barclays Bank Trust Company Ltd. to Midland Bank Executor and Trustee Company Ltd.

The name of Britannia Assets Fund has been changed to Jessel Plantations and General Fund.

The name of Investment Assured Accumulator Trust has been changed to Vavasseur Capital Accumulator Trust.

The name of Investment Assured Australia Fund has been changed to Vavasseur Australia Fund.

The name of Investment-Assured Income Trust has been changed to Vavasseur High Income Trust.

Seen here in the process of being packed is a consignment of small kilns, pug-mills, raw material and miscellaneous pottery equipment which recently left Wengers Ltd., of Etruria, Stoke-on-Trent, for the Ugandan capital, Kampala. Worth almost £10,000 the equipment is destined for 24 schools in Uganda as part of a new project organized by the Ugandan Ministry of Education.

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New Books

The Freight Forwarder. Economic Development Committee for the Movement of Exports. (52 pages. Available from HMSO at £0.50 (10s.); by post 10s. 8d. SBN 11 700528 2). In the past the United Kingdom forwarding agent has fulfilled a role in international trade principally because of his ability to co-ordinate the work of diverse elements in the transport system and to shoulder the complex task of document preparation on behalf of the shipper. The present revolution in transport techniques, based on such developments as roll-on/roll-off ferries and containers is blurring the boundaries that earlier marked out forwarders from transport operators, such as shipping lines and road hauliers. To identify more precisely the effect of this revolution on the future role of forwarders, and to stimulate the more effective use of their services by users and providers of transport, thereby improving the movement of goods in international trade, the EDC for the Movement of Exports set up a Working Party to survey the scope and nature of the services provided by British forwarding agents, and to make recommendations on any means by which they might contribute towards greater efficiency. The report now published, which claims to be the first study of its kind of the operations of shipping and forwarding agents in this country, contains 26 recommendations for action by shippers, the shipping industry, the Government, shipping and forwarding agents and their professional body, the Institute of Freight Forwarders. The report stresses that the most important and effective function of the forwarder is to be the adviser and agent of the shipper, whose interest should have his prime consideration. As the development of the concept of through transport takes greater hold on the movement of exports, more and more freight forwarders will become directly involved as actual transport operators. The report, therefore, issues a warning that this development should not be allowed to create difficult problems of divided loyalties when a forwarder is asked to advise a shipper how best to route his goods to the customer. The recently re-cast Institute of Freight Forwarders also has a significant part to play in establishing sound standards of performance and improving training within the industry. The working party did not, however, consider that there was any justification for statutory regulation of the industry. Finally, the report recommends that certain improvements should be made in the standard trading conditions used by forwarders throughout the industry.

Report on New Zealand, by E. P. Chappell and Professor Roland Smith. (41 pages. Available from the British National Export Council, 6-14 Dean Farrar Street, London SW1. £3, post paid.) Under the sponsorship of the Australia and New Zealand Committee of the BNEC, Mr. Philip Chappell (a managing director of Morgan Grenfell & Co. Ltd.) and Professor Roland Smith (Professor of Marketing at the University of Manchester Institute of Science and Technology) visited New Zealand in March 1970. Their task was to survey the economy of the country generally, to study the long term implications of the proposals put forward by the recent New Zealand National Development Conference, to isolate the opportunities for both direct exports and investment, and to examine the changing pattern of trade between New Zealand and the United Kingdom. Unlike the usual type of trade mission, they were not concerned with carrying out specific detailed research into individual products or markets; and their report, consequently, contains much more basic information on the present state and future prospects of the country's economy. Separate sections study the social, political and commercial factors affecting the economy, and the impact of all this on United Kingdom exporters. Among special topics dealt with are the problems of direct investment; licensing and know-how arrangements; agency arrangements; and the role of BNEC in maintaining and expanding our market in New Zealand.

Export Performance and the Pressure of Demand; a study of firms, by R. A. Cooper, K. Hartley and C. R. M. Harvey. (272 pages. Allen & Unwin. £3.50 (£3 10s.) ISBN 0 04 382010 7). The view is often expressed that high or rising home demand is in some way 'bad' for exports and that low or falling home demand is 'good'. The validity of this hypothesis has some important implications for government economic policy in relation to the United Kingdom balance of payments. It suggests that government deflationary measures applied at a time of boom will benefit the balance of payments not only by reducing imports but also by improving firms' export performances. The nature of the relationship between home demand and export performance has been studied on a national basis mainly by econometric methods. Valuable though such studies are, they throw little light on the pattern of variability between industries, and even less on differences between firms. Nor can they say anything about firms' motivation, policy making and behaviour. The present pilot study, undertaken at the University of York and financed in part by the Houblon-Norman Fund, Bank of England, covers a fairly small number of industries and is based upon statistical data from firms and interviews with senior management. It gives, for the first time, an indication of the wide differences between firms and between industries in the way their exports and export policies respond to varying home situations; and it points to the factors which really affect the behaviour of different firms in the export field. As usual, the close-up picture shows that the influences involved are far more complex than 'overall' generalizations have suggested. The industries studied are the United Kingdom pottery industry, the motorcycle and pedal cycle industries, the office machinery manufacturers and the manufacturers of domestic electrical appliances.

Economic Forecasting, by Herman O. Stekler. (194 pages. Longman. £3.50 (£3 10s.) ISBN 0 582 44574 4). Over the past 15 to 20 years there has been a steady improvement in the accuracy of economic forecasts and the quality of forecasting procedures. This change is partially due to a shift from the use of those techniques based on the performance of leading indicators and lead-lag relationships to those using quantitative methods. The author of this new survey of the subject, who is currently Professor of Economics at the State University of New York, and served for several years as an economist with the Board of Governors of the Federal Reserve System, presents and clarifies the new quantitative procedures providing the optimum estimates of key economic variables for the accurate prediction of economic trends. After an examination and comparison of the methodologies and relative merits of judgmental and econometric forecasts, the author explains the econometric model and how it accounts for the interactions within the economy. The procedures to be followed in the use of an econometric model are detailed, and three leading models are then described. In evaluating the predictions obtained, pitfalls from inaccurate data selection and use, and the problems in identification, interpretation and forecasting that they cause are revealed. Dr. Stekler shows how these errors arise, and discusses data revision. Three time series, which are widely used in the United States, are examined with particular emphasis on the compromise between accuracy and reporting speed. This is a book which will be of interest not only to academic economists and students concerned with theoretical questions, but also to practising business economists who have the task of preparing similar forecasts to those discussed in this book.

With the growing need for British industry to compete in international markets, and the prospect of closer trade links with Europe, it is becoming increasingly necessary for businessmen and their staffs to be proficient in foreign languages. French is one of the most important since it is current not only in 'metropolitan' France, but also in the former French colonial territories, covering large parts of North and West Africa. **An Audio-Lingual French Course for Industry and Commerce**, by Barbara Bishop (232 pages. Pitman Publishing. £2.10 (£2 2s.) ISBN 0 273 43919 7) is intended to extend a basic knowledge of the French language, and complement it with a sound knowledge of commercial usage and vocabulary. The course consists of 18 units, each of which advances the student in his understanding of the technical, commercial and everyday spoken language, and deals with one separate aspect of industry or commerce. Each unit comprises a dialogue, questionnaire, basic text, questionnaire, structure drills, completion exercises and a translation drill, followed by a selected vocabulary relevant to that unit. The course will be suitable for all who are studying French for business purposes, and although programmed for use in a language laboratory or in oral classes, will be found useful as a refresher course for those businessmen who wish to improve their French for business purposes.

Company Administration Handbook (607 pages. Gower Press. £6. ISBN 0 7161 0043 6) provides an exhaustive companion for company secretaries, office managers, personnel officers and all line managers with responsibility for administration. Detailed coverage of company law and procedure is combined with a unique compendium of current information on the latest techniques for managing a company's human, physical and commercial assets. Each of the 26 experts develops his subject from basic principles, defining all technical terms and setting out practical systems for day-to-day operations.

Other publications

INTERNATIONAL MONETARY CO-OPERATION, 1945-70, by Brian Tew. 278 pages. Hutchinson. Case-bound £1.65 (£1 13s.) ISBN 0 09 105040 5. Limp cover £0.70 (14s.) ISBN 0 09 105041 3.

JANE'S FREIGHT CONTAINERS, 1970-71, edited by Patrick Finlay. 769 pages. Samson Low, Marston & Co. Ltd. £12.50 (£12 10s.) SBN 354 000 721.

THE OWNER-MANAGERS AND MANAGERS OF SMALL FIRMS. A descriptive survey. (A summary of the findings of a survey recently completed by the Furniture and Timber Industry Training Board). 14 pages. Available from the Furniture and Timber Industry Training Board, 31 Octagon Parade, High Wycombe, Bucks.

RISK ANALYSIS IN PROJECT APPRAISAL, by Louis Y. Pouliquen. *World Bank Staff Occasional Paper (No. 11.)* Distributed by Johns Hopkins Press Limited for the International Bank for Reconstruction and Development. £1.20 (£1 4s.) ISBN 0 0810 1155 4.

STAMP DUTY CHANGES, 1970. Incorporating a second (cumulative) supplement and noter-up to Sergeant on Stamp Duties, 5th edition, by B. J. Sims. 77 pages. Butterworths. £1.50 (£1 10s.) by post £1 13s. ISBN 0 406 37027 3.

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
January 19-21	**Miscellaneous stores**	**Hereford Regional Depot, RAOC**	**Russell Baldwin & Bright (Dept. L), 20-21 King Street, Hereford (Tel. 0432 4366)**

Bedford fire tenders; fork lift trucks; Meadows 27½ KVA and other generators; Coventry Climax pumps; lathes and other machine tools; diesel engines; generator test benches; tyres; battery chargers; rectifiers; batteries; wire cable; telephone cable; salvage sheets; firemen's axes; suction hose; welding outfits; hydraulic and other jacks; small tools; aircraft inverters; converters; fuel pumps, alternators, main planes and other spares and equipment; aircraft cameras; film and bromide paper; fire-fighting equipment; tentage equipment; AR88 and other receivers; oscilloscopes; rangefinders; prismatic compasses; binoculars; cameras; watches; cotton tape; vests and drawers; rubber knee boots; ankle boots; blue/grey shirts; collars and other clothing; white and coloured blankets; fold flat tables and chairs; Windsor, stacking and other chairs; tables; sideboards; wardrobes and other furniture; wooden packing cases; scrap canvas; rags and webbing; wireless, M.T., signal and electrical spares.

January 27-28	**Miscellaneous stores**	**TA & VR Centre, Meadowforth Road, Stirling**	**Dixon & Wallace Ltd. (Dept. L), Bank Building, Graham Square, Glasgow, E.1 (Tel. 041-554 2447)**

Coles 10-ton mobile crane; flight deck tractor; 4 and 5-ton cranes; fork lift trucks; generating sets; hydraulic and screw jacks; charging sets; telescopes; prismatic compasses; avometers; aneroid barometers; stop watches; bulk head and wall clocks; pedal operated organs; photographic equipment; binoculars; aircraft and other tyres; carpentry and engineering tools; electronic and electric test sets; electronic valves; electric cable; metal bound wooden casks; wooden boxes; aircraft instruments; paints various; curtains; carpets; mats and rugs; hessian cloth; camouflage nets; scrap rubber; cordage and leather; woollen rags; canvas tentage and sheeting; kit bags; kilts; great-coats; raincoats; berets; drawers; vests; shorts; jerseys and other clothing; haversacks; white and coloured blankets; tables; chairs; dressing chests; wardrobes and other furniture; and large quantities of other general stores.

February 2-4	**Miscellaneous stores**	**The Lido Ballroom, Worthy Lane, Winchester**	**Richard Austin & Wyatt (Dept. L), 79 High) Street, Fareham, Hants. (Tel. 03292 4211**

Bedford fire tenders with Sigmund pumps; Coventry Climax featherweight pumps; David Brown tractors with winch; Land Rover station wagons; Matchless motor cycles; fork lift trucks; steel two-way pallets; miscellaneous vehicle spares; lead acid batteries; tyres; hydraulic and screw jacks; portable air compressors; wireless and communication equipment; binoculars; oscilloscopes; wrist and stop watches; wall, bracket and alarm clocks; photographic equipment; wooden ammunition and fibreboard boxes; small casks and barrels; scrap metal; china and glassware; cutlery, crockery and other kitchenware; tubular steel stacking, dining room and other chairs; various tables; wardrobes; writing bureaux; chests of drawers; sideboards; filing cabinets and other furniture; machine tools and various hand tools and tool kits; ALSO BLACK PVC SHEETS 160 ft. by 90 ft. by 0·014 in., FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN PLYWOOD TRANSIT CASES.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

SURPLUS MARINE EQUIPMENT

Competitive tenders are invited for the purchase of a Floating Platform, approximately 25 ft. by 25 ft., together with miscellaneous machinery, lying at Great Harbour, Greenock.

Particulars, viewing arrangements, Conditions of Sale and tender forms are available, from the Director General of Defence Contracts, DC22 (1), Ensliegh, Bath, BA1 5AD. (Tel. Bath 6933, Ext. 4748). Tenders close on January 25, 1971.

DEPARTMENT OF TRADE AND INDUSTRY

SHIPS FOR SALE

Offers are invited for the purchase of the under-mentioned tugs 'as lying' at Marchwood, nr. Southampton.

'TIGRIS' Steel, built 1943. G.T. and N.T. not available
Length (b.p.) 60 ft. Breadth (mld.) 16 ft. 6 in.
Depth (mld.) 7 ft. 6 in. Light Displacement 46 tons approx.
Engine: Single screw, diesel, by Widdop
BHP 200

'TULAGI' Steel, built 1954. G.T. and N.T. not available
Length (b.p.) 56 ft. Breadth (mld.) 15 ft.
Depth (mld.) 7 ft. Light Displacement 44 tons approx.
Engine: Single screw, diesel, by Widdop
BHP 200

Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34-36 Parliament Street, London, S.W.1 (Tel. 01-222 7060, Ext. 26).

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address in envelopes clearly marked 'Offer to Purchase "TIGRIS" and/or "TULAGI" ' and must be received not later than **noon** on February 10, 1971.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessels and their present condition.

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TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103·0	135	135	146	130	130	276	194	17	36
1968															
3rd quarter	116	120·7	135	135	112	103·2	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104·1	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	103·7	133	136	145	129	127	65	33	– 3	–
3rd quarter	118	123·2	143	144	113	103·1	136	141	130	152	128	23	–12	– 6	10
4th quarter	119	123·5	147	146	114	103·0	136	140	152	127	131	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103·2	132	138	140	115	131	-25	45	– 7	-41
2nd quarter	120	122·8	154	153	116	104·2	140	145	159 r	120	136	68	41 r	11 r	7
3rd quarter	119	123·9 r	158	157	117	104·6		147 p	154 p				18 p	7 p	26
1970															
May		121·3 r				104·7									
June		123·7 r				104·7									
July		121·9 r				104·1									
August		122·8 r				105·4									
September		124·7 r				104·4									
October		125·8 p				106·1									
November						103·3									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail prices Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports(‡)	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,384	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	-312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	-319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1970							574	185				
1968												
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	120·6	209·0	561	192	24,280	172	184	213
2nd quarter	123	139·5	5·8	129·2	123·6	213·8	563	187		183	186	119
3rd quarter	123 p	141·1	6·9	126·9	125·7	219·0	592	185		177	178	73
4th quarter							581	176				
1970												
May	119	139·5	6·1	129·3	123·6	214·3	560	187		176	177	
June	123	139·9	5·9	128·0	124·2	215·3	561	187		192	188	
July	123 p	140·9	6·7	127·5	125·0	217·5	593	186		143	189	
August	123 p	140·8	6·8	126·1	125·7	219·7	593	184		195	143	
September	122 p	141·5	7·0	127·2	126·4	221·0	589	187		192	203	
October	123 p	143·0	7·4	126·3 p	127·2 p	222·4	576	184		190 r	210	
November		144·0	7·9	127·3 p	127·7 p	228·4	579	176		196 p	196 p	
December							589	168				

† Not seasonally adjusted. (‡) The figures for 1970 include an addition of 2 per cent to the value of exports as an allowance for under-recording.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for November 1970

THE EXPORT UNIT value index increased by nearly 1½ per cent in November; in the latest three months as a whole the index was 1½ per cent above its level in June-August. The import unit value index rose by nearly one half per cent between October and November (though the rounded index was unchanged); its average in September-November was little different from that for June-August. The terms of trade index rose in November to 105. The unit value indices for both imports and exports in the third quarter may have been affected by distortions of the normal market pattern and commodity composition of trade caused by the dock strike, but it is unlikely that these had much effect on the indices in October and November.

The unit value index for exports of non-manufactures has

(*Continued on next page*)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Totals	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1967 1st quarter	108	115	120	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	131	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137	101
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139	103
1969 July	126	125	116	100	143	128	116	131	117	122	139	132	131	102
August	126	124	115	100	143	128	115	131	118	122	139	132	131	102
September	128	126	117	100	146	128	115	131	118	122	141	132	130	100
October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133	100
February	131	129	120	96	151	131	116	134	119	125	152	134	133	100
March	131	130	120	95	151	132	117	135	120	124	153	135	135	101
April	132	131	121	95	152	133	117	136	123	125	155	136	135	101
May	132	131	121	95	152	134	116	137	123	126	154	137	137	101
June	132	133	122	96	150	135	118	138	123	126	156	138	137	102
July	133	133	122	96	151	135	119	139	124	125	156	139	138	102
August	131	132	121	97	148	136	119	140	124	126	156	140	139	104
September	132	133	121	98	148	137	119	140	126	126	156	141	140	104
October	132	134	120	100	148	137	119	141	126	126	155	142	141	104
November	132	135	121	102	147	139	119	143	128	127	156	145	143	105

† Exports Unit Value as a percentage of the Import Unit Value index.

UNIT VALUE AND VOLUME NUMBERS, *Continued*

remained fairly stable in recent months and most of the increase in the index for total exports has been due to rising unit values for manufactured goods. The groups showing the largest increases between June-August and September-November are chemicals, machinery and transport equipment and 'other manufactures'. The unit value index for exports of metals shows a small fall in the latest three months compared with the previous three months, due to a decline in copper prices, but these steadied in November and with continued increases in the unit values of exports of iron and steel and metal manufactures, the index for the group as a whole rose a little in the month.

The import unit value index continues to be dominated by contrasting changes in the unit values of oil and copper. The fall in copper prices, which had moderated in September and October was again substantial in November and the effect of this fall was sufficient to outweigh increased unit values for other manufactured imports and give a fall of nearly 1½ per cent in the overall index for manufactured goods between June-August and September-November. Unit values of fuels, on the other hand were nearly 4 per cent higher in the latest three months than in the previous three months, largely due to higher freight charges for oil. The index for basic materials shows a fall of 1 per cent between June-

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185 r	123	126	148	187
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	133	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
1969 July	159	108	115	191	227	157	133	161	193	122	128	160	194
August	139	88	113	170	196	146	128	151	180	119	122	142	200
September	137	99	99	166	188	147	140	149	189	120	125	136	195
October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	140	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186
June	168	108	128	197	245	163	159	164	210	142	147	155	187
July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180
November	163	116	108	221	225	172	180	169	214	157	141	158	206

r Revised.

August and September-November, with textiles and metal ores being the main commodities with reduced unit values.

United Kingdom trade in November is discussed in the article on trade in November, which was published in *Trade and Industry* of December 23, 1970.

Notes:

(a) The volume index numbers for exports do not include any allowance for the special influence affecting recording (see *Board of Trade Journal* of September 10, 1969 and *Trade and Industry* of November 25, 1970).

(b) This series of index numbers, based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	108	102	158	170	166	123	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	153	159	157	119	120	119	148	92	110	113	140
4th quarter	135	134	102	105	181	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	114	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	142	141	106	112	178	185	179	130	126	131	168	106	117	125	150
3rd quarter	147	144	105	112	180	197	190	139	147	138	171	113	121	131	165
4th quarter	148	144	106	111	184	202	190	140	140	140	169	115	119	135	163
1969 1st quarter	146	143	103	110	191 r	198	188 r	139 r	128	140	170	116	118	131	180
2nd quarter	151	146	108 r	108	108 r	210	198 r	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	99 r	107 r	199 r	208	204	157	143	158	195 r	129	134	154	185
1970 1st quarter	151	151	105	109	194	208	207	157	147	158	197	136	134	150	190
2nd quarter	159	158	102	115	196	227	225	156	146	158	199	136	139	148	187
3rd quarter	152	152	102	104	208	215	215	147	146	147	190	129	122	142	167
1969 July	151	147	106 r	107	184 r	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	181 r	213	203 r	164	148	169	200	130	138	166	202
September	146 r	145	102 r	106	176 r	205	201 r	159	139	164	195	127	135	159	203
October	150	147	96	111	203 r	209	202	158	152	158	203	128	133	152	184
November	147	145 r	98	106	199 r	205	200	157	139	159	189 r	129	135	155	187
December	149 r	149	104	106	195 r	211	209	155	137	159	194	129	134	155	184
1970 January	147	147	104	108	199	199	198	160	152	159	199	138	137	150	192
February	152	152	103	109	192	213	211	151	144	153	189	130	134	146	183
March	154	153	108	109	191	213	212	159	146	162	202	140	133	154	196
April	157	157	104	111	193	223	222	161	149	162	200	139	138	157	189
May	153	152	97	107	193	221	219	149	136	150	195	128	132	137	189
June	167	166	107	127	203	236	234	158	155	160	203	141	146	151	183
July	123	123	78	67	197	180	179	158	156	159	213	140	140	149	181
August	168	168	122	123	211	230	230	118	115	117	152	99	82	117	135
September	165	165	107	121	217	236	236	166	168	165	206	149	142	159	184
October	164	163	109	122	204	234	233	172	184	166	218	143	136	164	178
November	169	168	115	114	235	238	236	157	155	156	207	141	128	148	180

r Revised.

United Kingdom official reserves during December 1970

HM TREASURY announce that after payment of £110 million debt service to the United States and Canada the United Kingdom official reserves rose by £10 million during December to stand at £1,178 million at the end of the month.

On January 1, in accordance with the arrangements agreed at the annual meeting of the International Monetary Fund in 1969, the United Kingdom received SDR299 million (equivalent to £125 million) as its appropriate share of the second allocation. These SDR are not included in the figures just quoted and have no bearing on the position as at December 31 to which these figures relate, but from now on these SDR are added to the reserves and are available for use.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room* 437, *Department of Trade and Industry,* 1 *Victoria Street, London, SW*$_1$1 *(Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Census of Production for 1970

THE 1970 Census of Production which was announced last February is now being carried out by the Business Statistics Office (Department of Trade and Industry). It is the first in the new series of annual production censuses. The results will give a wide range of information about manufacturing industries, including the numbers of persons employed, wages and salaries, stocks at the beginning and end of the year, capital expenditure, total purchases and sales.

Questionnaires have been sent to manufacturing firms asking for this information about individual concerns, as well as details about work given out to other firms, transport costs, goods merchanted or factored, and certain other expenses and receipts. This information should for the most part be readily available. Questionnaires have been sent to all firms employing 25 people or more but in a small number of industries where small firms account for a significant proportion of output, all firms employing 11 or more have been included in the census.

Publication of the census results depends largely on how promptly returns are made, but the Business Statistics Office aims to publish results in *Trade and Industry* by the end of 1971.

The census forms part of the Government's new system of industrial statistics and will supersede the detailed censuses which have been held at approximately five yearly intervals since 1907. It has been prepared in consultation with the Census of Production Advisory Committee which includes representatives of industry and the accountancy profession, as well as users of the statistics. It is supplemented by the new series of quarterly inquiries into manufacturers' sales.

Further information about the census or about the new system of industrial statistics may be obtained from the Business Statistics Office, Lime Grove, Ruislip, Middlesex, HA4 8RS.

Foreign visitors to Britain in November

THE RATE at which foreign visitors were arriving remained high in November. The number of visitors after seasonal adjustment was only just below the record October figure.

The trend as shown by the seasonally adjusted figures indicates that the underlying growth in overseas tourism has continued into the winter months. At this time of year, this trend is in some ways of greater interest than the actual numbers arriving, which are relatively small. The figures arrived at after seasonal adjustment – which may be thought of as the equivalent number of arrivals in an average month – rose from around 350,000 a month at the beginning of 1970 to close on 400,000 in recent months.

The number of visitors from Japan fell back in November, and there was a general slowing down in arrivals from the more distant countries, with the important exception of the United States.

Up to November, 4·1 million foreigners had visited Britain, and there is now no doubt that the forecast of 4½ million in 1970 will be realised.

Number of foreign visitors

(Thousands per month)

	Total		Western Europe	United States
	Unadjusted	Seasonally adjusted		
1964	160		95	49
1965	180		108	56
1966	207		123	63
1967	227		134	70
1968	259		157	73
1969 Year	320		190	95
1st quarter	154	303	181	98
2nd quarter	356	321	197	90
3rd quarter	556	317	186	97
4th quarter	215	339	201	101
1970 January	149	350	200	108
February	147	351	201	109
March	296	397	228	125
April	312	372	227	105
May	415	383	238	107
June	509	372	223	112
July	822	351	200	113
August	681	384	220	123
September	447	392	226	122
October	315	399	240	117
November	213	395	233	122

The figures are based on Home Office records, and are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than United States citizens) arriving from the Irish Republic.

Production of man-made fibres in November

THE VOLUME of production of man-made fibres in November was 12 per cent higher than in November 1969.

Total production by weight of man-made fibres in November was 4 per cent more than in November 1969 with output of continuous filament 2 per cent more and staple fibre 6 per cent more.

Man-made fibre production

million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1970 1st quarter	323·6	139·8	183·8
2nd quarter	343·2	149·1	194·1
3rd quarter	327·9	133·9	194·0
1969 July	92·5	43·0	49·5
August	89·1	40·8	48·3
September	95·7	43·2	52·5
October	105·0	47·7	57·3
November	105·7	49·2	56·5
1970 July	115·1	46·9	68·2
August	100·4	41·8	58·6
September	112·4	45·1	67·3
October	107·7	48·6	59·1
November	110·2	50·1	60·1

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Index of the volume of production of man-made fibres

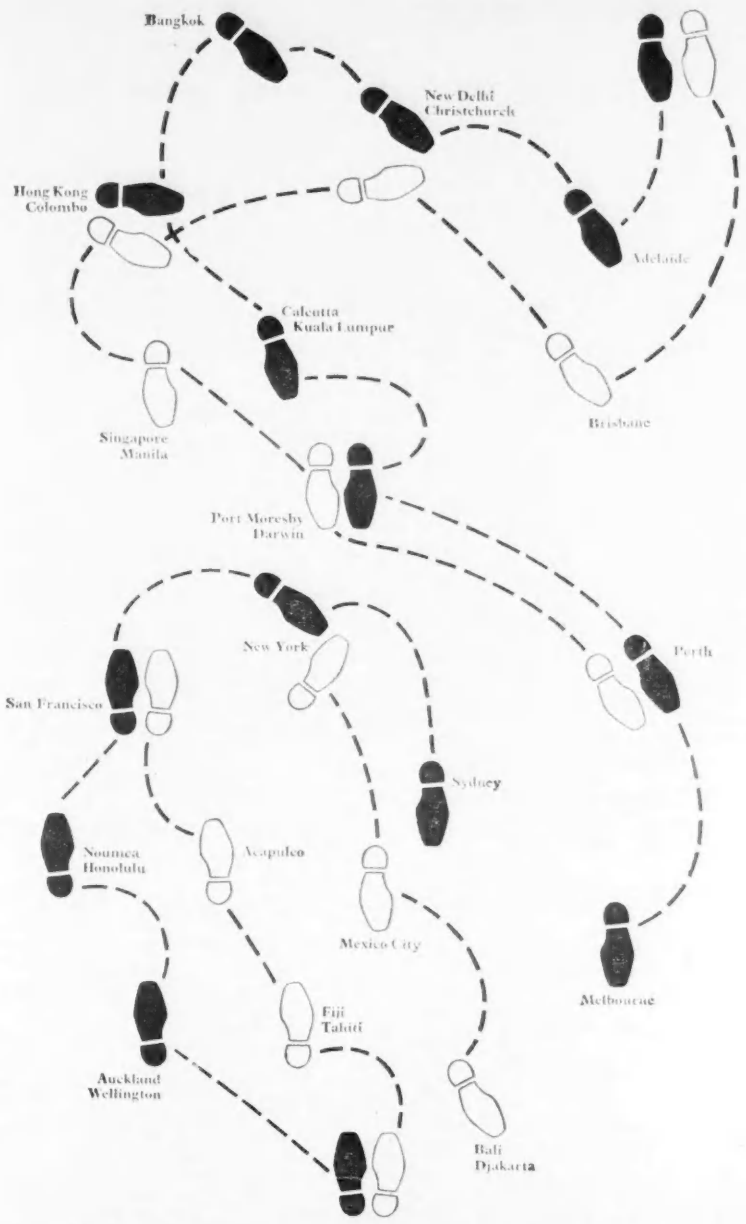
1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213

	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	215
2nd quarter	248	237
3rd quarter	234	259
1969 July	205	217
August	190	225
September	203	218
October	211	218
November	225	223
December	212	213
1970 January	228	222
February	224	208
March	233	216
April	253	238
May	249	234
June	243	239
July	238	253
August	219	260
September	244	264
October	240	248
November	251	249

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Inquiries Tel. 01-222 7877, Ext. 2867 or 2858.



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Retail trade in November

THE VOLUME of retail trade in the three months ended November, after allowing for seasonal influences, was much the same as in the preceding three months June to August. Although as usual there have been fluctuations from month to month, the trend of sales now seems to have been fairly steady since the sharp increase during the second quarter. The volume in the latest three months was 1½ per cent more than a year earlier; at current prices the increase was 8 per cent. Comparing these two recent three month periods, 1 per cent increase in the volume of sales by durable goods shops and by clothing and footwear shops was offset by a decrease in sales by food shops.

The seasonally adjusted index of the volume of sales in November was 103.3 (1966=100) compared with 106.1 in October. The average of these two months taken together differs little from the figure of 104.6 recorded for the third quarter. To some extent the high sales of clothing and footwear in October may have pre-empted trade which normally belongs to November.

Note

The seasonally adjusted indices of sales by all shops, by food shops and by total non-food shops are now being shown in the tables to the first decimal place. This should not be taken to imply that the indices are necessarily accurate to the fourth digit, but the new presentation should nevertheless give a better guide to small movements in sales than the rounded figures did. As before, the best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month to month fluctuations may sometimes make it preferable to average two months, or four.

A consequence of showing the additional digit is that the published figures will be subject to more frequent amendment, as later information from contributors becomes available. The additional digit is not being shown for the component series of non-food shops, as these are sufficiently volatile for significant movements to be evident in rounded form.

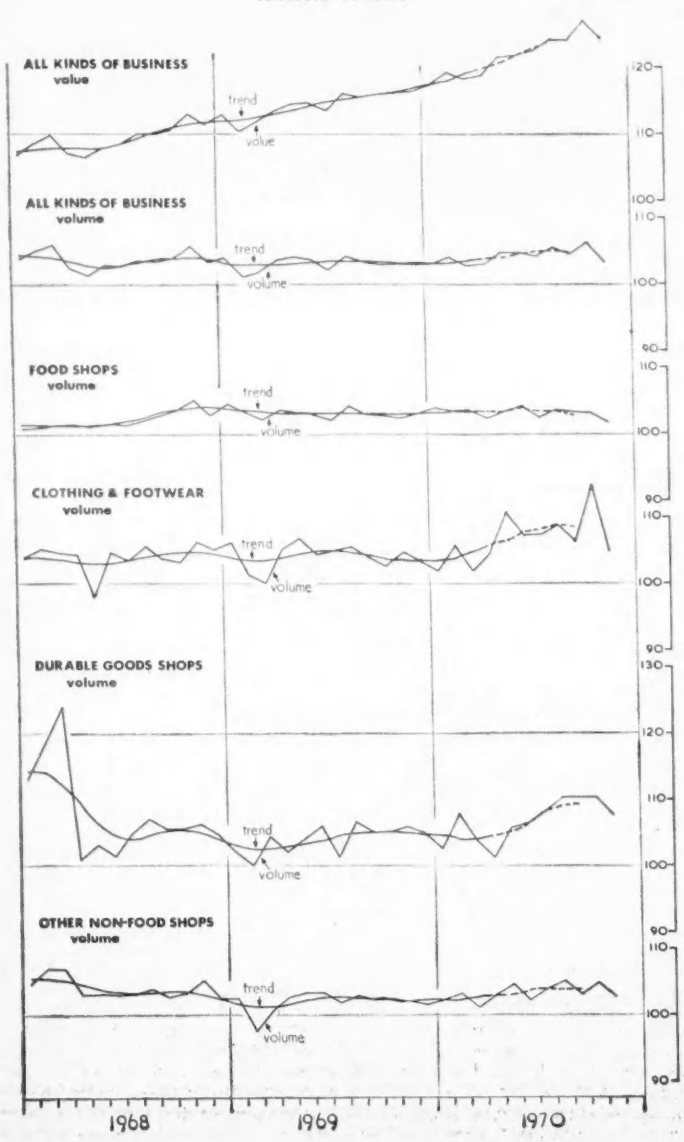


Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1966 – £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101·4	101·2	101·5	100	103	102
1968	103·6	102·1	104·8	104	108	104
1969	103·0	103·1	102·9	104	104	102
1968 4th quarter	104·1	103·8	104·2	105	105	104
1969 1st quarter	102·3	103·3	101·2	102	102	100
2nd quarter	103·7	103·3	104·1	105	104	103
3rd quarter	103·1	103·0	103·2	105	104	102
4th quarter	103·0	102·8	102·9	103	105	102
1970 1st quarter	103·2	103·6	102·9	103	105	102
2nd quarter	104·2	103·3	104·7	107	105	103
3rd quarter	104·6	102·9	105·8	107	109	104
1970 June-August	104·7	103·3	105·6	108	108	104
Sept.-Nov.	104·6	102·6	105·8	108	109	103
Percentage increase	*-0·1*	*-0·7*	*0·2*	*1*	*1*	—
1970 April	103·1	102·4	103·1	105	101	103
May	104·7	103·3	106·2	112	106	105
June*	104·7	104·0	104·7	107	106	102
July	104·1	102·4	105·5	107	108	104
August	105·4	103·3	106·9	109	110	105
September*	104·4	103·1	105·2	106	110	103
October	106·1	103·0	108·2	115	110	105
November	103·3	101·7	104·3	105	108	103

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1966 – £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103·0	103·0	102·9	102	104	103
1968	109·2	108·0	110·2	107	113	111
1969	114·3	115·3	113·5	112	113	115
1968 4th quarter	111·6	111·4	111·5	109	112	112
1969 1st quarter	111·7	113·5	110·2	108	110	111
2nd quarter	114·2	114·5	114·0	113	113	115
3rd quarter	115·0	116·0	114·3	113	113	115
4th quarter	116·1	117·0	115·4	113	116	117
1970 1st quarter	118·2	119·6	117·1	114	117	119
2nd quarter	120·8	120·6	120·8	120	119	121
3rd quarter	123·6	123·2	124·2	122	127	125
1970 June-August	122·8	122·5	123·1	122	124	123
Sept.-Nov.	125·1	124·2	125·8	125	128	126
Percentage increase	*1·9*	*1·4*	*2·2*	*3*	*3*	*2*
1970 April	118·8	118·9	118·7	117	116	120
May	121·5	120·1	122·5	124	121	123
June*	121·8	122·4	121·2	120	121	121
July	122·5	122·1	123·1	121	125	124
August	124·2	123·1	125·5	124	128	126
September*	124·1	124·2	124·1	122	127	124
October	127·0	124·7	128·9	132	130	127
November	124·4	123·8	124·7	121	127	126

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by November 1970 sales was the four weeks from November 1 1970 to November 28, 1970, the corresponding period in 1969 was from November 2, 1969 to November 29, 1969. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(†) Including department stores and mail order businesses.

Hire purchase and other instalment credit business in November

THE UPWARD TREND in the instalment credit business of finance houses has continued. New credit extended in the three months September-November was 10 per cent more than in the previous three months, after allowing for seasonal movements. But a similar comparison for instalment credit sales by durable goods shops shows little change, following increases during the summer.

Total debt outstanding to finance houses and retailers rose by £27 million in the latest three months, in seasonally adjusted terms, and at the end of November was £76 million (6 per cent) more than a year earlier.

Finance houses

Credit advanced by finance houses in November was 22 per cent more than a year earlier. This is a slightly larger increase than on average in recent months, but new business in November 1969 was erratically low. There were increases in all commodity categories, with another large rise in 'other goods', the heading which includes personal loans not recorded by finance houses as being for the purchase of specific goods.

With credit extended exceeding repayments, debt owed directly to finance houses expanded by £19 million during the three months to end-November in seasonally adjusted terms: unadjusted, the increase was £5 million.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in November were 10 per cent more (at current prices) than in the corresponding month of 1969. This increase was smaller than in recent months, but a little more than on average in the first half of 1970.

Instalment credit sales by department stores were 5 per cent up by value on the same month last year, the smallest increase for

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Retailers (†)	By Finance Houses		
1966	1,404	735	669	1,533	-129
1967	1,496	750	746	1,532	- 36
1968	1,574	805	769	1,529	45
1969	1,504	803	701	1,520	- 16
1966 1st quarter	391	190	201	390	1
2nd quarter	377	187	190	390	-13
3rd quarter	329	182	147	375	- 46
4th quarter	307	176	131	378	-71
1967 1st quarter	323	178	145	372	- 49
2nd quarter	343	181	162	383	- 40
3rd quarter	403	190	213	387	16
4th quarter	427	201	226	390	37
1968 1st quarter	427	212	215	392	35
2nd quarter	362	194	168	381	-19
3rd quarter	387	200	187	376	11
4th quarter	398	199	199	380	18
1969 1st quarter	363	194	169	373	-10
2nd quarter	366	200	166	375	- 9
3rd quarter	377	201	176	381	- 4
4th quarter	398	208	190	391	7
1970 1st quarter	394	207	187	384	10
2nd quarter	407	210	197	390	19
3rd quarter	432	219	213	408	24

(†) Durable goods shops, departmental stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

(*Continued on next page*)

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses and retailers (†)		Finance Houses				Durable Goods Shops			
	£ million		*New instalment credit extended per calendar month (Index 1966 = 100)*		Increase in debt £ million		*Instalment credit sales per week (Index 1961 = 100)*		Increase in debt £ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966	-129		*100*		-84		*93*		-51	
1967	- 36		*111*		-15		*94*		-30	
1968	45		*115*		26		*102*		2	
1969	- 16		*105*		-21		*94*		5	
1966 1st quarter	-29	1	118	*120*	4	3	97	*104*	-13	- 5
2nd quarter	7	-13	129	*114*	24	- 5	90	*95*	-15	-11
3rd quarter	-58	-46	89	*88*	-36	-33	86	*88*	-15	-15
4th quarter	-49	-71	64	*78*	-76	-49	97	*83*	- 8	-20
1967 1st quarter	-77	-49	87	*86*	-39	-41	81	*87*	-18	-12
2nd quarter	-24	-40	113	*96*	- 4	-27	83	*88*	-13	-11
3rd quarter	5	16	129	*128*	20	21	93	*96*	- 8	8
4th quarter	60	37	117	*135*	8	32	122	*105*	9	1
1968 1st quarter	5	35	129	*128*	25	24	111	*120*	- 1	4
2nd quarter	—	-19	116	*101*	9	-18	86	*92*	- 6	- 3
3rd quarter	- 3	11	113	*112*	7	9	96	*99*	- 1	—
4th quarter	43	18	101	*118*	-15	11	113	*98*	10	1
1969 1st quarter	-39	-10	102	*102*	- 7	- 9	87	*93*	-10	5
2nd quarter	- 7	- 9	114	*99*	9	-17	88	*93*	- 1	2
3rd quarter	-18	- 4	106	*103*	- 2	1	91	*94*	- 2	- 2
4th quarter	34	7	96	*113*	-21	4	113	*97*	8	—
1970 1st quarter	-22	10	112	*111*	—	- 1	94	*101*	- 5	2
2nd quarter	36	19	135	*118*	38	12	96	*102*	- 1	1
3rd quarter	8	24	127	*127*	16	18	103	*107*	1	2
1970 June	5	3	135	*115*	10	4	97	*107*	- 2	- 1
July	- 3	3	133	*127*	5	4	103	*104*	—	- 1
August	10	13	125	*119*	11	7	102	*112*	1	3
September	1	8	124	*136*	—	7	104	*105*	—	—
October	14	13	126	*133*	5	9	123	*110*	1	—
November	22	6	113	*128*	—	3	127	*108*	6	2
3 months ended August 1970	12	19	131	*121*	26	15	101	*107*	1	*1*
3 months ended November 1970	37	27	121	*132*	5	19	117	*108*	7	2
Percentage increase			- *8*	*10*			*16*	—		

(†) Durable goods shops, department stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

HIRE PURCHASE, *continued*

some months but not very different from the average increase in the first half of 1970.

Other instalment credit retailers

The value of instalment credit sales in November by general mail order houses, which account for over three-quarters of the credit business of this group of retailers, was 11 per cent more than in November 1969 – little different from the average increase in the earlier months of 1970.

Debt outstanding to this group of retailers rose by £6 million between end-August and end-November in seasonally adjusted terms.

Table 3. Hire purchase and other instalment credit outstanding

£ million end period

Owed directly to		Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241	239	239	240	240	241	247	
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28	28	29	28	29	29	29	
Finance houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815	825	830	841	841	846	846	
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084	1,092	1,098	1,109	1,110	1,116	1,122	
Other instalment credit retailers †	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220	217	208	207	207	215	231	
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304	1,309	1,306	1,316	1,317	1,331	1,353	

† Comprising general stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡)		General Mail Order Houses		Co-operative Societies non-durable goods departments	
	(£673)		(£303)		(£54)		(£72)		(£201)		(£43)	
1966	124	– 3	93	–17	103	– 1	125	– 6	184	11	93	– 2
1967	128	3	94	2	108	5	119	– 4	195	6	92	– 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	– 1	94	– 7	118	3	117	– 3	219	4	91	– 2
1966 1st quarter	115	2	97	– 9	95	8	96	–12	162	14	71	– 1
2nd quarter	119	—	90	–14	97	1	120	2	176	8	86	– 5
3rd quarter	111	– 6	86	–19	92	– 6	108	– 7	160	8	83	– 5
4th quarter	152	– 7	97	–26	128	– 5	176	– 6	237	6	134	1
1967 1st quarter	108	– 6	81	–17	89	– 6	90	– 6	170	5	69	– 2
2nd quarter	118	– 1	83	– 8	96	– 1	110	– 8	186	6	84	– 3
3rd quarter	116	5	93	7	100	8	103	– 4	167	4	82	– 1
4th quarter	170	12	122	25	148	15	175	– 1	256	8	131	– 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	– 1	175	5	84	2
4th quarter	173	2	113	– 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	–10	87	–22	98	– 7	89	– 7	187	– 1	65	– 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	– 6	107	4	95	– 7	187	7	83	– 1
4th quarter	178	3	113	– 1	156	5	175	1	294	6	131	– 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
2nd quarter	138	7	96	9	118	5	115	2	225	7	88	3
3rd quarter	134	11	103	14	121	13	100	6	206	10	81	– 3
1970 June*	134	6	97	11	111	9	111	2	214	3	90	11
July	129	10	103	14	141	21	108	9	182	6	84	6
August	131	13	102	15	105	9	95	7	206	15	80	– 2
September*	139	10	104	13	118	12	98	2	226	10	79	–10
October	186	14	123	14	152	17	140	7	327	15	93	8
November	202	9	127	10	153	5	173	4	357	11	118	– 7

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	- 7	107	- 5	78	-10	84	-12	81	-11	79	- 9	82	-12	109	- 4	84	- 7
1966 1st quarter	97	- 9	101	- 9	90	- 9	106	- 7	95	- 2	95	3	96	- 6	97	-14	85	- 9
2nd quarter	90	-14	97	-13	79	-14	96	-14	91	-10	93	-11	89	- 8	88	-17	73	-18
3rd quarter	86	-19	96	-16	73	-23	84	-24	88	-18	90	-17	86	-18	85	-19	66	-24
4th quarter	97	-26	106	-22	86	-30	93	-31	98	-26	98	-28	98	-25	98	-24	81	-30
1967 1st quarter	81	-17	88	-13	71	-21	79	-26	76	-21	73	-23	78	-18	85	-12	70	-18
2nd quarter	83	- 8	93	- 5	69	-12	80	-16	76	-16	74	-20	79	-11	89	1	68	- 6
3rd quarter	93	7	103	8	78	7	89	5	84	- 5	79	-12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	- 3	77	—	78	- 3	80	—	75	- 7	99	9	71	- 2
3rd quarter	91	- 6	104	- 5	74	- 6	79	-11	77	- 7	74	- 7	79	- 8	105	- 4	79	- 6
4th quarter	113	- 1	127	3	95	- 7	104	- 5	97	- 4	95	- 1	99	- 8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
2nd quarter	96	9	111	8	76	10	88	15	83	7	86	8	80	6	109	10	82	15
3rd quarter	103	14	118	13	86	16	88	10	91	18	93	25	89	12	118	12	94	19
1970 June*	97	11	114	9	77	12	85	19	86	10	88	12	85	9	110	9	80	18
July	103	14	112	10	94	23	91	14	97	17	96	20	98	15	112	12	90	24
August	102	15	119	17	81	11	91	15	86	20	89	33	83	9	119	12	97	19
September*	104	13	123	13	83	14	83	4	90	20	93	25	87	15	121	10	94	14
October	123	14	139	16	103	16	109	- 4	110	19	111	27	110	13	137	14	105	16
November	127	10	143	12	105	6	120	9	114	19	114	28	115	11	140	4	108	4

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists) cycle and perambulator shops, gas and electricity showrooms and co-operative societies' durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies' durable goods departments) department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrica goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

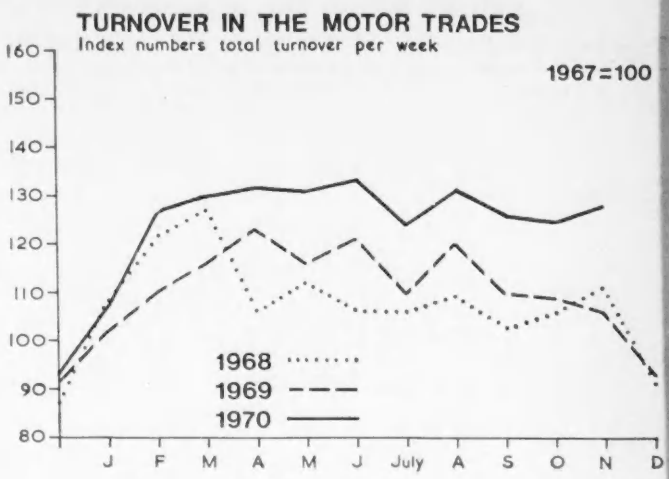
(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	- 5	98	- 2	113	13	106	6	96	- 4
1968	115	3	110	- 5	117	—	117	14	109	4	118	23	95	- 3	110	- 3	127	20	117	22
1969	105	- 9	91	-18	101	-14	128	9	77	-29	114	- 4	96	1	105	- 5	107	-16	128	10
1966 1st quarter	118	- 2	130	-11	115	—	118	6	113	- 9	90	-12	87	30	115	1	116	-11	116	13
2nd quarter	129	- 9	142	-18	138	- 5	125	2	154	-22	133	- 1	105	21	114	- 9	101	-17	101	-12
3rd quarter	89	-21	83	-31	89	-23	89	- 4	92	-36	114	- 4	125	5	90	-17	90	-18	90	-14
4th quarter	64	-32	44	-48	58	-36	69	-25	41	-58	63	-17	83	-17	84	-15	94	-27	93	-16
1967 1st quarter	87	-26	83	-36	81	-30	91	-23	53	-53	80	-11	81	- 7	108	- 6	100	-14	94	-19
2nd quarter	113	-13	106	-25	115	-17	114	- 9	138	-10	114	-14	89	-15	127	12	96	- 5	98	- 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	- 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	- 4	121	5	121	6	126	- 9	140	22	85	- 5	115	- 9	113	19	121	23
3rd quarter	113	-12	108	-22	123	-19	102	1	128	- 5	141	23	104	-14	98	-12	121	21	105	16
4th quarter	101	-14	92	-31	93	-24	112	7	79	-15	79	9	108	7	104	- 2	139	9	119	19
1969 1st quarter	102	-21	92	-34	96	-27	131	- 2	63	-39	92	-17	85	1	101	-17	116	-14	129	7
2nd quarter	114	- 2	103	1	114	- 6	139	15	93	-26	152	8	95	11	104	-10	99	-13	133	10
3rd quarter	106	- 6	95	-12	105	-14	118	16	90	-30	124	-12	103	- 1	108	10	98	-13	123	17
4th quarter	96	- 5	72	-21	89	- 4	124	10	64	-19	87	9	103	- 5	106	1	116	-16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
2nd quarter	135	18	119	16	122	7	169	21	109	17	165	9	109	15	141	35	109	10	199	50
3rd quarter	127	20	111	17	115	9	141	20	105	17	160	29	124	20	119	11	116	19	224	81
1970 June	135	20	118	23	118	5	162	18	106	16	185	25	119	22	137	26	106	10	233	74
July	133	22	96	27	122	8	153	24	114	24	180	33	115	17	137	13	112	9	247	85
August	125	14	132	7	108	5	133	13	99	3	142	41	129	25	107	3	113	22	218	68
September	124	25	106	23	114	15	137	21	103	27	158	17	128	19	114	16	123	26	205	93
October	126	15	100	13	114	7	151	9	101	17	132	2	134	9	132	13	130	13	207	73
November	113	22	93	28	96	12	139	18	81	31	83	17	117	33	125	19	131	13	194	63

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor-cycles but some returns do not distinguish mopeds from pedal cycles.

Turnover of the motor trades in November 1970

THE TOTAL TURNOVER of the motor trades in November 1970 was 20 per cent more than a year earlier. This increase is larger than on average in recent months, mainly due to a much larger rise in sales of new vehicles (36 per cent) which seems to reflect low sales in November 1969 rather than any acceleration in November 1970. Sales of second-hand vehicles were up by 20 per cent, rather more than on average in July-October. All these comparisons are at current prices and thus include the effect of price increases.

The value of sales in November of petrol, oil and accessories, together with receipts from servicing and repairs was 12 per cent more than a year earlier, the same increase as in September but a little higher than on average in recent months. It is estimated that about a third of the November increase was due to higher prices.



Index numbers of turnover per week and percentage increases on a year earlier (†)

1967 = 100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
(£4,198 million)	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
	1970	127‡	122	132	127		107	127	130	132	131	133	124	131	126	125	128	
	1969	*2*	*- 8*	*11*	*7*	*1*	*- 6*	*- 9*	*- 9*	*16*	*3*	*13*	*5*	*11*	*6*	*3*	*- 4*	*3*
	1970	*12§*	*11*	*10*	*12*		*5*	*15*	*12*	*7*	*13*	*11*	*12*	*9*	*15*	*15*	*20*	
Analysis of turnover :	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
Sales of new motor vehicles	1968	109	139	102	96	99	127	144	147	94	114	99	99	102	97	102	118	76
(£1,475 million)	1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
	1970	125§	125	133	120		100	132	139	136	128	134	112	130	119	117	122	
	1969	*- 4*	*-21*	*17*	*8*	*-12*	*-24*	*-20*	*-19*	*39*	*—*	*14*	*3*	*16*	*3*	*- 7*	*-24*	*- 2*
	1970	*16§*	*12*	*12*	*16*		*3*	*15*	*16*	*4*	*12*	*19*	*21*	*9*	*19*	*23*	*36*	
Sales of secondhand motor vehicles	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
(£766 million)	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
	1970	115‡	112	121	114		92	119	121	125	123	115	110	124	109	113	114	
	1969	*- 3*	*-15*	*5*	*- 2*	*2*	*- 5*	*-20*	*-15*	*10*	*- 3*	*9*	*- 8*	*4*	*- 2*	*—*	*2*	*5*
	1970	*12§*	*10*	*7*	*15*		*4*	*15*	*11*	*6*	*14*	*3*	*16*	*14*	*16*	*19*	*20*	
All other sales and receipts	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
(£1,958 million)	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
	1970	133‡	123	136	137		118	126	126	131	136	140	139	134	137	136	137	
	1969	*9*	*7*	*9*	*11*	*8*	*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*	*11*	*9*	*6*
	1970	*10§*	*10*	*10*	*8*		*7*	*15*	*9*	*9*	*13*	*7*	*6*	*6*	*12*	*9*	*12*	

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers for period January to November 1970.
§ Percentage change for period January to November 1970 compared with the corresponding period for 1969.

British Film Fund Agency returns

THE BRITISH FILM Fund Agency has published the following information for the eight weeks ended November 28, 1970:

	£	£
Distributors' earnings submitted		
High cost films	706,456	
Low cost films:		
Eligible (after multiplying by 2½)	78,626	
Not eligible for 2½ times rental	37,066	
		822,148
Films of less than 3,000 ft. (after multiplying by 2½)		70,886
		£893,034
Levy collections paid to Agency by HM Customs and Excise to December 7, 1970, together with an estimate of collection approximately covering entertainments of eight weeks ended November 28, 1970		£559,400

The first interim allocation for the fourteenth distribution period will be at the rate of 40 per cent.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy, High Commission or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Division will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Division (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

POSTE RESTANTE AND TELEX FACILITIES. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department of the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Department of Trade and Industry Regional Office or the Export Services Division of the Department of Trade and Industry in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

THIS LIST is prepared by Export Services Division of the Department of Trade and Industry and published *quarterly* in *Trade and Industry*. Inquiries relating to the list should be made to Export Services Division at the address below (Tel. 01-248 5757, Ext. 7113).

AFGHANISTAN – Mr. A. B. N. Morey, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 30511/3.)

ALGERIA – Mr. S. Relton, First Secretary (Commercial), British Embassy, Résidence Cassiopée, Bâtiment B., 7, Chemin de Glycines, ALGIERS (Postal address: B.P.25, Alger R.P.) Tel. 60.56.01-04.) (Telex 91872 a/b Prodrome Alger.)

ANGOLA (Portuguese West Africa) – Mr. R. W. Ford, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 27838, 22487.)

ARGENTINA – Mr. J. L. Taylor, Minister (Commercial), British Embassy, Luis Agote 2412, BUENOS AIRES. (Postal address Casilla de Correo 2050, Buenos Aires.) (Tel. 80-7071/79.) (Telex 1666 a/b 12 1666AR Proba.)

AUSTRALIA – Mr. H. B. C. Keeble, C.M.G., Minister (Commercial); British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 730422.) (Telex AA62222 a/b Ukrep AA62222.)

SYDNEY – Mr. R. E. Gamble, O.B.E., Counsellor (Commercial) British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000, (Tel. 27-7521.) (Telex AA 20680 a/b Sydney Ukrep AA 20680.)

MELBOURNE – Mr. R. W. B. Carter, C.M.G., Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria 3000. (Tel. 67-7254, 67-8601 (9 lines).) (Telex AA 30660 a/b Melbourne Ukrep AA 30660.)

BRISBANE – Mr. F. S. Fielding, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, 243 Edward Street, Brisbane, Queensland 4000. (Tel. 21.4933/6.) (Telex AA40556 a/b Ukrep AA40556.)

PERTH – Mr. A. H. Birch, C.M.G., O.B.E., Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5120 and 21-5128/9.) (Telex AA92493 a/b BHC WA AA92493.)

ADELAIDE – Mr. R. E. Jones, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia 5000. (Tel. 51.5982.) (Telex AA82543 a/b Ukrep AA82543.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Department of Trade and Industry, or to Export Services Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

AUSTRIA – Mr. P. H. Scott, Counsellor (Commercial) and Consul-General), British Embassy, Reisnerstrasse 40, 1030, VIENNA. (Tel. 73.15.75/9.) (Telex 13410 a/b 13410 Britemb A.)

BAHAMAS – Mr. J. D. R. Burn, British Trade Commissioner, British Trade Commission, P.O. Box 4600, E. D. Sassoon Building, Parliament Street, NASSAU. New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003.)

BAHRAIN – Mr. D. L. Hardinge, Second Secretary (Commercial), H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political Bahrain.' (Tel. 3597.) (Telex GJ216 a/b PROD BAH GJ216.)

BARBADOS – Mr. J. A. B. Stewart, First Secretary, British High Commission, 147/9 Roebuck Street (P.O. Box 676c), BRIDGETOWN. (Tel. 63525.) (Telex WB219 a/b Ukrep, BRI WB219.)

BELGIUM – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), British Embassy, Britannia House, Rue Joseph II, 28, B-1040 BRUSSELS. (Tel. 19.11.65.) (Telex 23462 a/b Prodrome Bruxls.)

ANTWERP – Mr. R. A. Clinton-Thomas, C.B.E., Consul-General, British Consulate-General, Frankrijklei, 105, ANTWERP B-2000. (Tel. 326940.) (Commercial correspondence should be addressed in the first instance to the Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Brussels, B-1040.)

TELEGRAPHIC ADDRESS unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BOLIVIA – Mr. P. A. McLean, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29400 and 29404.) (Telex BX 5228 a/b Prodrome BX 5228.)

BOTSWANA – Mr. W. F. Grieve, First Secretary, British High Commission, Private Bag 23, GABERONES. (Tel. 483/5.)

BRAZIL – Mr. J. C. Petersen, C.M.G., Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 225-7252.) (Telex 31802 a/b Prodrome Rio.)

SAO PAULO – Mr. R. P. Pinsent, Consul-General, British Consulate-General, Avenila Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) (Tel. 287 7722.) (Telex 021846 a/b Britain SPO.)

BRUNEI – Mr. J. E. T. Thorne, First Secretary, British High Commission, Jalan Residency, BANDAR SERI BEGAWAN, State of Brunei. (Tel. 2231.) (Telex BRUX 211 a/b UKREP, BRUNEI.)

BULGARIA – Mr. W. F. B. Price, First Secretary (Commercial), British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 885361/2.) (Telex 363 a/b Prodrome Sofia.)

BURMA – Mr. W. B. J. Dobbs, First Secretary (Commercial), British Embassy, 80 Strand Road (P.O. Box 638), RANGOON. (Tel. 15700.)

CAMBODIA – Mr. A. J. Johnstone, First Secretary (Commercial), British Embassy, 96 Moha Vithei Preah Bat Norodom (P.O. Box 150), PHNOM PENH. (Tel. 23974/5.)

CAMEROON – Mr. P. J. Barlow, First Secretary, British Embassy, Le Concorde, Avenue de l'Intendence, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 8200 a/b Prodrome YDE.)

BUEA – Mr. C. F. Miller, M.B.E., Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. 26223.) (Telex 5245 a/b Britain Buea.)

[NOTE: *The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters*.]

CANADA – Mr. G. S. Whitehead, C.M.G., M.V.O., Minister (Commercial); Mr. B. E. P. MacTavish, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel. 237-1530.) (Telex 013266 a/b Ukrep, OTT.)

MONTREAL – (Vacant), Senior British Commissioner; Mr. C. H. Imray, Deputy Senior Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal 101, P.Q. (Tel. 886-5863.) (Telex 26437 a/b Ukrep, MTL.)

TORONTO – Mr. R. McC. Samples, D.S.O., O.B.E., Senior British Trade Commissioner; Mr. A. H. Spire, Deputy Senior Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 110, Ontario. (Tel. 362-4401. (Telex 02-29531 a/b Ukrep, TOR.)

VANCOUVER – Mr. C. C. Clemens, M.C., Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 04-51287 a/b Ukrep, VCR.)

WINNIPEG – Mr. G. S. McWilliam, O.B.E., British Trade Commissioner, British Government Office, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba. (Tel. 942-3151.) (Telex 03-5465 a/b Ukrep, WPG.)

EDMONTON – Mr. L. D. Byrne, O.B.E., British Trade Commissioner, British Government Office, Suite 1404, Three McCauley Plaza, 10025 Jasper Avenue, Edmonton 15, Alberta. (Tel. 424-0481.) Telex 037-2421 a/b Ukrep, EDM.)

REGINA – Mr. J. R. Bolton, O.B.E., British Trade Commissioner, British Government Office, 815 Avord Tower, 2002 Victoria Avenue, Regina, Saskatchewan. (Tele. 527-6459; 527-6350.) (Telex 031-2360 a/b Ukrep REG.)

HALIFAX – Mr. T. W. Robinson, British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 014-422634 a/b Ukrep, HFX.)

QUEBEC CITY – Mr. R. H. Link, O.B.E., British Regional Information Officer, British Government Office, La Laurentiénne 500 Grand-Allée Est, Suite 101, Quebec City, PQ. (Tel. 525-5187.) (Telex 011-246 a/b Ukrep, QBC.)

CEYLON – Mr. J. W. Nicholas, Deputy High Commissioner and Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 27611/8.) (Telex 101 a/b Ukrep, Colombo.)

CHILE – Mr. W. R. McQuillan, First Secretary (Commercial), British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex SGO341 a/b Prodrome, Santiago.)

CHINA – Mr. J. D. Laughton, First Secretary (Commercial), Office of the British Chargé d'Affaires, 7 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. (Tel. 55-3931/2/3.)

COLOMBIA – Mr. R. G. Marlow, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (*Airmail address:* Apartado Aéreo 4508, Bogota.) (Tel. 34-90-80.) (Telex 044503 a/b Prodrome, Bogota.)

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CONGO, DEMOCRATIC REPUBLIC OF – Mr. T. H. Steggle, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Bernaert, 5th Floor Building Credit Congolaise, B.P. 8049, KINSHASA. (Tel. 3484/5.)

LUBUMBASHI – Mr. K. H. Jones, Consul-General, British Consulate-General, 669 Boulevard l'U.E.A.C., B.P. 973, 'Lubumbashi. (Tel. 2434.) (Telex 249 a/b Britain, EVL.)

COSTA RICA – Mr. M. L. Creek, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 10056, SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) (Telex CR169 a/b CR169 Prodrome.)

CUBA – Mr. D. F. Ballentyne, First Secretary (Commercial), British Embassy, Edificio Bolivar, Capdevilla 101-103, e Morro y Prado, HAVANA. (Tel. 61-5681.) (*Address for correspondence from Britain:* Consult Dept. of Trade and Industry, 01-222 7877, Ext. 2627.)

CYPRUS – Mr. C. W. M. Wilson, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. C. G. Mays, First Secretary (Commercial), British Embassy, Thunovska 14, PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 011011 a/b Prodrome Prague.)

DENMARK – Mr. G. W. Marshall, M.B.E., Counsellor (Commercial), British Embassy, 38-40 Kastelsvej, DK-2100 COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2706 a/b Prodrome KH.)

AARHUS – Mr. R. L. Russell, British Vice-Consul (Commercial), B. P. Huset, Europaplads 2 ii 8000 Aarhus C. (Tel. (06) 12 25 00.)

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DURBAN – Mr. H. N. Pullar, C.B.E., Consul-General, British Consulate-General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) Telex 6-7428 a/b 6-7428 DN.)

PORT ELIZABETH – Mr. J. D. Lewis, Consul, British Consulate, The Standard Bank Building, 7th Floor, 32/36 Main Street. P.O. Box 917, Port Elizabeth. (Tel. 2-9549/50.)

SOUTHERN YEMEN – Re-named – see "Yemen, People's Democratic Republic of."

SPAIN – Mr. M. H. M. Reid, Counsellor (Commercial), British Embassy, Fernando el Santo 16, MADRID, 4. (Tel. 419-0200/8.) (Telex 27656 a/b 27656 Ingla E.)

BARCELONA – Mr. D. H. Clibborn, C.M.G., Consul-General, British Consulate-General, Calle Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)

BILBAO – Mr. B. W. Gordon, Consul-General, British Consulate-General, Gran Via 30, Bilbao. (Tel. 214780, 214789.)

SEVILLE – Mr. F. A. Reynolds, Consul-General, British Consulate-General, Calle Mendez Nunez 21 (4th Floor), Seville. (Tel. 228875.) (Telex 72172 a/b 72172 BRSEV E.)

VALENCIA – Mr. K. Oldfield, M.B.E., Consul, British Consulate, Calle Cronista Carreres 1, 4a, Valencia 3. (Tel. **21-12-75.)**

VIGO – Mr. A. S. Lindsay, M.B.E., Consul, British Consulate, Plaza de Compostela No. 23-6°, 6th Floor, P.O. Box 49, Vigo (Tel. 211450.)

PALMA DE MALLORCA – Miss B. Pitchforth, Consul, British Consulate, 23-1° Jaime III, Palma de Mallorca. (Tel. 212085, 212445.)

LAS PALMAS – Mr. N. F. Date, Consul, British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones 37, Apartado 2020, Las Palmas, Gran Canaria, Canary Islands. (Tel. 262508.)

SANTA CRUZ – Mr. R. S. Webster, Consul, British Consulate, Calle del Si 3, 3rd Floor (esquina a Villalba Hervas), Apartado 109, Santa Cruz de Tenerife, **Canary Islands. (Tel. 24-20-00.)**

SUDAN – Mr. P. L. V. Mallet, Counsellor (Commercial), British Embassy, P.O. Box **801**, New Aboulela Building, Barlaman Avenue. KHARTOUM. (Tel. 70760, 70766-9.)

TELEGRAPHIC ADDRESS unless other wise stated:
Embassies – 'Prodrome' followed by the town name.
Consular offices – 'Britain' followed by the town name.
High Commission offices – 'Ukrep' followed by the town name.

SURINAM – *There is an Honorary Vice-Consul at Paramaribo who will be pleased to see business visitors. His name and address is:*

Mr. R. E. Aletrino, Mr. F. Lim. A Poostraat 1, (P.O. Box 1300), PARAMARIBO. (Tel. 77455.)

SWAZILAND – Mr. A. G. Elgar, O.B.E., Head of Chancery, British High Commission, Alister Miller Street, MBABANE. (Postal address: British High Commission, Private Bag, Mbabane.) (Tel. 2581.) (Telex SAX 39, a/b SAX 39.)

SWEDEN – Mr. J. I. McGhie, Counsellor (Commercial), British Embassy, Skarpögatan 6-8, S-115 27 STOCKHOLM. (Tel. 67.01.40.) (Telex 19340 a/b Britemb S.)

GOTHENBURG – Mr. J. O. May, C.B.E., Consul-General, British Consulate-General, Götgatan 15, S-411 05 Gothenburg. (Tel. 13.62.77.) (Telex 20041 a/b Britain S.)

MALMO – Mr. R. F. G. Taylor, M.B.E., Consul, British Consulate, Lilla Nygatan 11, S-211 38 Malmö. (Tel. 30806.)

SWITZERLAND

ZURICH – Mr. P. D. Stobart, M.B.E., Consul-General and Director of Trade Promotion British Consulate-General, Dufourstrasse 56, 8008 Zurich. Tel. (051) 34.40.42.) (Telex 54260 a/b 54260 UKZUR CH.)
[Zurich is the senior commercial post and central point for British trade promotion work in Switzerland.]

BERNE – Miss G. G. Brown, C.M.G., Counsellor (Economic), British Embassy, Thunstrasse 50, 3005 Berne. (Tel. (031) 445021/8.) (Telex 32687 a/b UK BNECH.)

BASLE – Mr. I. H. May, M.B.E., Consul, British Consulate, P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061) 23.58.43.) (Telex 62959 a/b 62959 UKBAL CH.)

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TAIWAN – Mr. J. A. Featherstone, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)
[The Commercial Section of the Consulate is at 289 Chang An West Road, Taipei. (Tel. 41425.)]

TANZANIA – Mr. R. G. W. Beer, M.B.E., First Secretary (Commercial), British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, P.O. Box 9112, DAR-ES-SALAAM. (Tel. 29601.) (Telex 41004 a/b Ukrep DSM.)

THAILAND – Mr. D. Montgomery, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 53291.)

TOGO – Mr. D. R. Emsley, Third Secretary, British Embassy, Boulevard Circulaire Boite Postale 892, LOME, Republic of Togo. Tel. 2085.) (Telex 210 a/b Prodrome, Lomé.)

TONGA – Mr. H. A. Arthington-Davy, O.B.E., British High Commissioner, British High Commission, NUKUALOFA.

TRINIDAD AND TOBAGO – Mr. B. A. Pennock, Deputy High Commissioner and Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 778, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) (Telex POS 224 a/b Ukrep 224.)

TRUCIAL STATES

ABU DHABI – Mr. M. J. Copson, Second Secretary (Commercial); HM Political Agency, Commercial Secretariat, First Floor, Shaikh Khalid Bin Sultan Building No. 3 (P.O. Box 248), Abu Dhabi. (Tel. 22571/3.) (Telex AH234 a/b Political AH 234.)

DUBAI – Mr. G. P. Lockton, Second Secretary (Commercial), HM Political Agency, Ground Floor, Shaikh Ali Building, Deira, Dubai. ('Political, Dubai.') (Tel. 21452 & 25788.) (Telex 426 a/b Political DB 426.)

TUNISIA – Mr. R. J. S. Muir, Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. R. Walker, Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi 46a, Cankaya, ANKARA. (Tel 183240/45.)

ISTANBUL – Mr. F. Kennedy, M.B.E., Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 44.75.40 and 44.75.45-9.) (Telex 298 a/b Britain IST.)

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UNITED ARAB REPUBLIC (Egypt) – Mr. G. L. Simmons, M.V.O., Counsellor (Commercial), British Embassy, Kar-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Mr. D. C. Tebbit, C.M.G., Minister (Commercial); Mr. B. W. Meynell, Counsellor (Commercial), British Embassy, 3100 Massachusetts Avenue, N.W., Washington, D.C. 20008. (Tel. 4621340 Area Code 202.) (Telex 892370 a/b Prodrome, WSH.)

NEW YORK – Mr. J. C. M. Mason, Director of Trade Development and Deputy Consul-General (Commercial), British Trade Development Office, 150 East 58th Street (19th and 20th floors), New York, N.Y. 10022. (Tel. 593-2258 (Area Code 212.) (Telex 126919 a/b Prodrome NYK.)
[New York is the senior commercial post and the central point for British trade promotion work in the U.S.A. Export Credits Guarantee Department's representative in N. America, Mr. J. H Hall, is at the same address]

ATLANTA – Mr. B. R. Curson, C.M.G., Consul-General, British Consulate-General, Suite 912, 225 Peach Tree Street, N.E., Atlanta, Georgia 30303.) (Telex 524-2691/2 Area Code 404.) (Telex 542517 a/b Britain ATL.)

BOSTON – Miss L. E. T. Storar, Consul-General (Commercial), British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston, Massachusetts 02116. (Tel. 542-2810 Area Code 617.) (Telex 946412 a/b Britain BSN.)

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DETROIT – Mr. E. I. R. MacGregor, C.M.G., Consul-General (Commercial), British Consulate-General (Commercial), 1008 Detroit Bank and Trust Bulding, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776 Area Code 313.) (Telex 230158 a/b Britain DET.)

HONOLULU – Mr. D. F. P. Williams, M.B.E., Consul, British Consulate, 1202 First Hawaiian Bank Buildings, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 536-1048/9.) (Telex 634161 a/b Britain 634161.)

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MIAMI – Mr. D. W. M. Pierrotti, O.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6 Area Code 305.) (Telex 519468 a/b Britain MIA.)

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Consul (Commercial), British Government Trade Office, 922 Midwest Plaza Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921 Area Code 612.) (Telex 290122 a/b Britrade MPS.)

IMPORTANT

THE INFORMATION given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Department of Trade and Industry, or to Export Services Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

PHILADELPHIA – Mr. C. A. Thompson, Consul-General, British Consulate-General (Commercial), 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. 925-2430 Area Code 215.) (Telex 834636 a/b Britain PHA.)

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BALTIMORE – Mr. H. M. Stewart, M.B.E., Vice-Consul, British Consulate, Suite 3406, 222 St. Paul Place, Baltimore, Maryland 21202. (Tel. 727-1082 Area Code 301.)

NORFOLK – Mr. A. L. Nicholson, Honorary Consul, British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934 Area Code 703.)

URUGUAY – Mr. D. R. Collard, First Secretary (Commercial), British Embassy, Edifico Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 398139 a/b Prodrome UY.)

U.S.S.R. – Mr. N. E. Cox, Counsellor (Commercial), British Embassy, Commercial Department, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 241-1033/4.) (Telex 341 a/b Prodrome Moscow.)

VENEZUELA – Mr. C. T. Brant, Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Chuao, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 91.10.91, 91.12.55.) Telex 22768 a/b 22768 Procarac.)

VIETNAM – Mr. D. A. Clayton, Second Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23441/2.)

YEMEN, PEOPLE'S DEMOCRATIC REPUBLIC OF – Mr. D. R. MacLennan, Third Secretary, British Embassy, 28 Ho Chi Minh Street, Khormaksar, ADEN. (Tel. 24171-5 and 24215.)

YUGOSLAVIA – Mr. P. McKearney, Counsellor (Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 645.055.) (Telex 11468 a/b 11468 YU Probel.)

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ZAMBIA – Mr. J. B. Whittington, First Secretary (Commercial), British High Commission, Nationalist Road, P.O. Box RW50, LUSAKA. (Tel. 51122.) (Telex LS 4115 a/b Ukrep ZA 4115.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Department of Trade and Industry. Often they are Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, WINDHOEK, South West Africa. (Tel. 7983.)

BERMUDA: Mrs. A. Brackstone, c/o Visitors' Service Bureau, HAMILTON. (Tel. 1-2038.)

BRITISH HONDURAS: The Permanent Secretary, Ministry of Trade and Industries, P.O. Box 485, BELIZE CITY. (Tel. 3476.)

FALKLAND ISLANDS: The Colonial Secretary, STANLEY.

GIBRALTAR: Mr. E. H. Davis, C.M.G., O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. 2971, Ext. 51.) (Telex 223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLAND COLONY: The Accountant - General, Treasury Department, Bairiki, TARAWA, Gilbert Islands.

GUINEA: Mr. John Buhagiar, c/o Paterson Zochonis Guinée S.A., B.P. 598, CONAKRY, Republic of Guinea. (Tel. 425/21, 431-02.)

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, ST. JOHN'S, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allan, O.B.E., C.M.G., Resident Commissioner, VILA.

SAMOA: Mr. P. W. H. Kelly, O.B.E., c/o Western Samoa Trust Estate Corporation, P.O. Box 1166, APIA, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, MAHE, Seychelles.

ST. HELENA; Collector of Customs, The Colonial Treasurer's Office, The Castle, Island of St. Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, Customs Headquarters, P.O. Box 201, HONIARA, British Solomon Islands Protecorate.

TASMANIA: Mr. W. T. Loney, O.B.E., National Mutual Buildings, 119 Macquarie Street, HOBART. (Postal address: GPO Box 1068L, Hobart.) (Tel. Hobart 2-2776/7.)

Guide to countries in which towns are situated

Place	Country
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Southern Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Banda Seri Begawan	Brunei
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Benin City	Nigeria
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Conakry	Guinea, Republic of
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Dar-es-Salaam	Tanzania
Delhi	India
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Hague, The	Netherlands
Halifax	Canada
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Istanbul	Turkey
Jedda	Saudi Arabia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenco Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmo	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Mbabane	Swaziland
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Mogadishu	Somali Republic
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	USSR
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New York	United States
Nice	France
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Paramaribo	Surinam
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Pehn	Cambodia
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Port Louis	Mauritius
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
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Rabat	Morocco
Rangoon	Burma
Rawalpindi	Pakistan
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San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz de Tenerife	Spain (Canary Islands)
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Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria

Place	Country
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji
Sydney	Australia
Taipei	Taiwan
Tamsui	Taiwan
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia
Valencia	Spain
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Warsaw	Poland
Washington	United States
Wellington	New Zealand
Windhoek	South West Africa
Winnipeg	Canada
Yaoundé	Cameroon
Zagreb	Yugoslavia
Zurich	Switzerland

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE.

General Notice

49	Temporary importations: international co-operation.
77E	Purchase tax-exports.
77X	Purchase tax – retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorized hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300	Export reliefs scheduling scheme.
429	Customs export procedure. Further relaxation of pre-entry.
466	Export documents and trade statistics.
467	The New Customs Tariff and Overseas Trade Classification.
SN6	Notice to passengers (exchange control and export licensing).

Exchange Control

Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury – also obtained from any bank.)

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74A	EFTA drawback: exception of EFTA goods re-exported to another EFTA country.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1

Turnover of the catering trades, laundries and dry cleaners and hairdressers in November 1970

THE TURNOVER of the catering trades in November 1970 was 9 per cent more than a year earlier, a slightly larger increase than in recent months. Laundries and dry cleaners increased their turnover by 4 per cent in this period, in line with the average increase on a year earlier for the first 10 months of the year. Turnover by hairdressers showed a small rise of 1 per cent in November compared with November 1969.

Catering trades

Allowing for seasonal influences the turnover of the catering trades moved 1 per cent higher in the three months ended November compared with the preceding three months June-August, following the recent flatter trend.

Catering trades' turnover

Seasonally adjusted index numbers of sales per week 1964 = 100

	1968	*1969*	*1970*
1st quarter	116	122	133
2nd quarter	116	126	137
3rd quarter	118	126	136
4th quarter	122	129	
3 months ended August 1970			137
3 months ended November 1970			139

Public houses turnover was 12 per cent more in November than a year earlier. This increase is larger than in recent months but turnover in November 1969 was somewhat dull. A 10 per cent increase on a year earlier in the turnover of licensed hotels, and a 6 per cent increase for restaurants, cafes and fish and chip shops were both much in line with the average increases recorded in recent months. Canteens' turnover was up by 4 per cent in November, compared with an average of only 1 per cent in the first 10 months of the year.

Laundries and dry cleaners

Laundries' turnover in November 1970 was 5 per cent more than in the same month of 1969. This increase was not very different from the average for the year to date. Dry cleaners' turnover was up by 3 per cent in November, in line with the average increase for the first 10 months.

Hairdressers

Both men's hairdressers and women's showed a 1 per cent rise in turnover in November compared with a year earlier.

Note:
All figures in this commentary are at current prices.

(*Continued on next page*)

Table 1. Catering

ndex numbers of turnover per week *and percentage increase on a year earlier*† 1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	109	114
(£1,985 million)	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1970		116	138	155		111	115	122	128	140	145	159	159	150	134	126	
	1969	*7*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
	1970	*8§*	*9*	*8*	*7*		*3*	*10*	*12*	*3*	*13*	*7*	*8*	*7*	*7*	*7*	*9*	
Licensed hotels and holiday camps	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
(£286 million)	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	112
	1970		103	152	199		95	99	113	127	154	171	211	206	184	145	118	
	1969	*8*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
	1970	*11§*	*14*	*9*	*11*		*10*	*15*	*17*	*6*	*17*	*6*	*13*	*8*	*11*	*12*	*10*	
Restaurants, cafes, etc., and fish and chip	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
shops (£521 million)	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1970		111	129	155		107	112	113	124	130	133	154	159	153	126	120	
	1969	*5*	*3*	*6*	*5*	*6*	*7*	*—*	*2*	*4*	*9*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
	1970	*6§*	*7*	*5*	*6*		*4*	*8*	*8*	*3*	*12*	*3*	*6*	*5*	*6*	*2*	*6*	
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1970		123	143	150		118	120	129	132	145	149	155	153	144	137	132	
	1969	*9*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
	1970	*9§*	*10*	*9*	*8*		*2*	*12*	*15*	*2*	*15*	*10*	*8*	*8*	*7*	*8*	*12*	
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1970		118	114	107		116	118	119	118	113	113	101	105	113	123	125	
	1969	*4*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*- 1*	*5*	*7*	*3*	*—*	*- 1*
	1970	*1§*	*- 2*	*2*	*2*		*- 2*	*—*	*- 3*	*6*	*- 2*	*1*	*2*	*3*	*2*	*5*	*4*	

† The monthly periods consist of four weeks, except those marked * which are of five weeks. The November 1970 period was the four weeks from November 1, 1970, to November 28, 1970; the November 1969 period was from November 2, 1969 to November 29, 1969.
‡ Includes catering contractors other than outside contractors which are included with restaurants, etc.
§ January-November.

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CATERING, TRADES TURNOVER, *continued*

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	109	103	103*	101	104	106	104	92
	1970		98	110	107		96	100	98	110	110	110	110	106	106	110	109	
	1969	*1*	*1*	*2*	*2*	*—*	*4*	*– 1*	*1*	*2*	*4*	*1*	*—*	*1*	*4*	*2*	*—*	*– 2*
	1970	*4§*	*1*	*5*	*4*		*3*	*4*	*– 3*	*8*	*1*	*6*	*7*	*5*	*1*	*4*	*4*	
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970		101	113	110		103	103	97	112	111	114	113	109	107	112	113	
	1969	*3*	*3*	*3*	*4*	*2*	*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	*—*
	1970	*4§*	*—*	*7*	*4*		*4*	*2*	*– 5*	*11*	*1*	*9*	*6*	*6*	*2*	*4*	*5*	
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970		94	105	103		85	96	99	105	109	102	105	100	104	107	102	
	1969	*– 2*	*– 3*	*—*	*– 1*	*– 3*	*3*	*– 5*	*4*	*– 1*	*2*	*– 1*	*– 4*	*– 2*	*3*	*—*	*– 3*	*– 5*
	1970	*3§*	*2*	*2*	*4*		*—*	*5*	*1*	*2*	*1*	*2*	*9*	*4*	*—*	*5*	*3*	

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970		101	105	106		99	101	102	103	106	105	109	107	104	104	105	
	1969	*1*	*3*	*1*	*—*	*– 1*	*5*	*—*	*3*	*1*	*4*	*– 1*	*—*	*1*	*– 1*	*2*	*1*	*– 5*
	1970	*—§*	*—*	*—*	*—*		*– 1*	*4*	*– 2*	*– 2*	*– 1*	*2*	*1*	*—*	*—*	*– 1*	*1*	
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970		103	107	112		103	105	100	100	103	115	112	113	112	110	109	
	1969	*3*	*2*	*2*	*3*	*4*	*1*	*1*	*4*	*1*	*5*	*—*	*2*	*5*	*1*	*8*	*4*	*1*
	1970	*1§*	*3*	*2*	*—*		*2*	*7*	*—*	*– 2*	*—*	*5*	*—*	*– 1*	*2*	*– 1*	*1*	
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970		100	104	104		97	99	103	105	107	102	108	105	101	101	103	
	1969	*—*	*3*	*1*	*– 1*	*– 3*	*7*	*– 1*	*2*	*1*	*4*	*– 1*	*– 1*	*– 1*	*– 2*	*—*	*– 1*	*– 7*
	1970	*– 1§*	*– 1*	*– 1*	*—*		*– 2*	*2*	*– 3*	*– 2*	*– 2*	*—*	*2*	*—*	*– 1*	*– 1*	*1*	

For notes see Table 1.

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A complete list of titles of Business Monitors was last published in the *Board of Trade Journal* on September 23, on page 620.

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page

United Kingdom computer market in the third quarter of 1970: output almost £100 million

YET ANOTHER record was achieved in the output of electronic computers in the third quarter of 1970. The total of £99 million was much higher than the previous record figure of £71 million for the second quarter of the year. Included in the total is the delivery of factored equipment, repair and maintenance, and R & D, but deliveries of hardware were mainly responsible for the increase and these are summarized below:

Deliveries of computer hardware £ million current prices

	British-made			Factored			All machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1969 3rd quarter	24·0	17·4	41·4	9·8	0·1	9·9	33·8	17·5	51·3
1970 3rd quarter	43·2	30·4	73·7	19·5	0·1	19·6	62·7	30·5	93·2
Increase £ million	19·2	13·0	32·3	9·7	—	9·7	28·9	13·0	41·9
Percentage	*80*	*75*	*78*	*99*	—	*98*	*83*	*74*	*82*
1969 1st 9 months	65·2	42·8	108·0	36·5	0·1	36·6	101·7	42·9	144·6
1970 1st 9 months	99·2	69·5	168·7	51·5	0·3	51·8	150·7	69·8	220·5
Increase £ million	34·0	26·7	60·7	15·0	0·2	15·2	49·0	26·9	75·9
Percentage	*52*	*62*	*56*	*41*	*73*	*41*	*48*	*63*	*52*

Deliveries are usually high in the third quarter of every year but the comparison between the third quarter deliveries in 1969 and those in 1970 shows an exceptional increase in the latter. This may be due to a fortuitous 'bunching' of deliveries, possibly at the expense of the fourth quarter.

Nevertheless, the cumulative figures for the first nine months of 1970 are more than half as high again as those for the corresponding period of 1969, and this is a better indication than quarterly comparisons.

British-made deliveries high

Deliveries of British-made hardware was also more than half as high again in the first three quarters of 1970, but the proportion of the British market that was met from home production remained nearly the same as in the first three quarters of 1969 – just under two-thirds.

Exports again high

Exports increased from £43 million in the first three quarters of 1969 to £70 million in the first three quarters of 1970, a gain of 63 per cent which was almost entirely accounted for by British-made equipment.

In the same periods the proportion of export deliveries to the total increased from 30 per cent to 35 per cent.

Full details are shown in Tables 1, 2 and 3.

Digital computing systems

The number of systems delivered in the third quarter of 1970 was as follows:

Digital computer systems delivered, 3rd quarter 1970

	Home		Export	
Size of System	Number	Value £'000	Number	Value £'000
Under £5,000	120	401	110	468
£5,000- £19,000	213	1,728	31	229
£20,000- £49,000	68	2,022	81	1,786
£50,000-£119,000	87	7,030	59	6,031
£120,000-£249,000	45	8,526	40	7,156
£250,000-£499,000	22	7,894	9	2,904
£500,000-£999,000	4	2,570	1	503
Over £1 million	1	1,057	—	—
Unclassified	57	6,005	—	—
Total	617	37,233	331	19,077

A notable feature of the deliveries was the number of large systems (above £250,000) both at home and for export.

Orders on hand turn down

Orders on hand at September 30, 1970 declined to £312 million from their peak of £331 million at June 30; this represented a fall of 6 per cent and the detailed figures are shown in Table 4.

Both home and export orders on hand fell, the former by 7 per cent and the latter by nearly 3 per cent, but the fall in home orders was much more pronounced in orders for factored equipment. These fell from £114 million to £100 million, whereas orders for British-made equipment fell only from £125 million to £123 million.

Net new orders

From the figures for deliveries and orders on hand, net new orders may be calculated:

Net new orders for electronic computers £ million current prices

	1968			*1969*			*1970*		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st quarter	40·4	9·7	50·1	33·2	19·6	52·8	61·0	27·2	88·2
2nd quarter	23·6	14·9	38·5	51·9	29·9	81·8	40·8	34·4	75·2
3rd quarter	60·6	15·4	76·0	36·2	18·0	54·2	46·2	27·8	74·0
4th quarter	43·6	10·0	53·6	47·3	24·3	71·6			

It will be seen that although the inflow of orders has diminished in 1970, it still remains high.

Employment

The number of employees continues to increase.

(Continued on next page)

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COMPUTERS, *continued*

Table 1. Total deliveries of electronic computers

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Dxport	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	35,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1969	119,732	36,493	3,897	518	10,182	2,997	9,404	2,803	64,038	19,507	207,252	62,318	15,767	1,010	49	89	223,158	63,328	11,607
1966 1st quarter	18,336	3,753	369	176	470	151	877	40	6,609	3,948	26,661	8,068	1,336	76	57	17	28,071	8,144	1,047
2nd quarter	20,118	4,849	270	86	531	146	1,523	140	6,831	3,824	29,273	9,045	1,561	81	81	60	30,911	9,126	1,053
3rd quarter	20,737	4,675	294	44	503	142	1,219	158	6,846	3,826	29,599	8,845	1,423	77	114	13	31,149	8,922	961
4th quarter	19,493	3,295	460	1	469	133	1,048	39	7,935	4,154	29,405	7,622	1,604	79	95	7	31,111	7,701	1,203
1967 1st quarter	17,114	5,067	375	86	531	157	716	31	7,171	3,140	25,907	8,481	1,590	77	102	2	27,601	8,558	1,648
2nd quarter	20,124	5,355	318	91	791	193	795	80	7,674	3,724	29,702	9,443	2,018	344	111	11	31,842	9,787	2,135
3rd quarter	26,596	6,518	239	57	728	160	612	74	7,011	2,664	35,186	9,473	2,365	251	111	29	37,691	9,724	1,869
4th quarter	24,937	5,887	615	59	1,483	328	428	148	8,975	3,483	36,438	9,905	2,601	398	142	34	39,215	10,325	2,831
1968 1st quarter	21,446	4,532	345	—	1,392	293	1,031	564	9,605	2,855	33,819	8,244	2,787	82	26	30	36,662	8,326	2,150
2nd quarter	25,481	6,652	263	3	1,271	222	1,066	223	8,704	3,146	36,785	10,246	2,717	227	13	113	39,628	10,473	2,556
3rd quarter	31,930	6,728	470	42	1,034	239	1,699	313	9,014	2,825	44,147	10,147	3,411	230	7	37	47,602	10,377	2,398
4th quarter	34,409	8,667	882	188	1,535	390	1,106	73	12,664	2,885	50,596	12,203	2,953	168	10	62	53,621	12,371	2,743
1969 1st quarter	25,409	7,181	604	102	2,050	200	2,386	103	13,719	3,467	44,168	11,053	3,399	229	7	30	47,604	11,282	3,522
2nd quarter	26,032	7,877	1,684	114	2,370	551	1,829	742	17,151	5,023	49,066	14,307	3,896	385	3	32	52,997	14,692	2,922
3rd quarter	32,038	11,271	814	198	2,148	663	1,148	400	15,214	5,021	51,362	17,553	4,021	266	19	3	55,405	17,819	2,834
4th quarter	36,253	10,164	795	104	3,614	1,583	4,041	1,558	17,954	5,996	62,657	19,405	4,451	130	20	24	67,152	19,535	2,329
1970 1st quarter*	34,498	11,246	179	79	2,945	1,297	2,760	978	20,706	5,722	61,088	19,322	4,735	7	22	100	65,945	19,396	4,326
2nd quarter*	38,528	10,823	291	34	4,927	2,115	3,130	1,178	19,359	5,798	66,235	19,948	4,672	16	26	63	70,996	19,964	2,468
3rd quarter*	56,130	19,077	1,640	6	6,376	2,562	4,189	1,829	24,688	6,980	93,177	30,454	5,636	19	53	64	98,970	30,481	3,338

* Provisional

Table 2. Deliveries of electronic computers (British made)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1969	86,596	36,370	2,575	498	7,918	2,973	9,404	2,803	44,720	19,416	151,213	62,060	12,824	1,010	48	87	164,172	63,070	8,220
1968 1st quarter	17,175	4,152	345	—	924	293	1,022	564	6,548	2,843	26,012	7,852	2,002	82	26	30	28,070	7,934	1,586
2nd quarter	18,223	6,344	234	3	735	222	1,941	223	7,027	3,061	27,260	9,853	2,297	227	13	113	29,683	10,080	1,469
3rd quarter	19,851	6,728	470	42	538	234	1,699	313	6,861	2,825	29,419	10,142	2,948	230	7	37	32,411	10,372	2,344
4th quarter	21,950	8,579	882	188	1,038	383	1,106	73	6,676	2,885	31,652	12,108	2,508	168	10	62	34,232	12,276	2,183
1969 1st quarter	19,291	7,169	604	102	1,270	199	2,386	103	8,287	3,465	31,838	11,038	2,801	229	7	30	34,676	11,267	2,742
2nd quarter	19,282	7,877	670	114	1,741	544	1,829	742	11,214	5,021	34,736	14,298	3,364	385	3	32	38,135	14,683	1,519
3rd quarter	26,329	11,238	750	198	1,600	657	1,148	400	11,612	4,939	41,439	17,432	3,243	266	18	3	44,703	17,698	1,882
4th quarter	21,694	10,086	551	84	3,307	1,573	4,041	1,558	13,607	5,991	43,200	17,292	3,416	130	20	22	46,658	19,422	2,077
1970 1st quarter*	25,335	11,121	144	79	2,656	1,294	2,760	978	16,583	5,696	47,478	19,198	2,697	7	22	90	50,287	19,212	3,525
2nd quarter*	25,674	10,781	291	34	4,671	2,112	2,877	1,778	14,141	5,774	47,594	19,879	2,829	16	26	57	50,506	19,895	2,468
3rd quarter*	45,424	19,077	140	6	5,666	2,543	3,859	1,829	18,584	6,971	73,673	30,426	3,847	19	53	60	77,633	30,453	3,338

* Provisional

Table 3. Deliveries of electronic computers (Factored)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance (†)		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1969	33,136	123	1,322	20	2,264	24	—	—	19,318	91	56,040	258	2,943	—	1	2	58,986	258	3,387
1968 1st quarter	4,273	380	—	—	468	—	9	—	3,057	12	7,807	392	785	—	—	—	8,592	392	564
2nd quarter	7,258	308	29	—	536	—	25	—	1,677	85	9,525	393	420	—	—	—	9,945	393	1,087
3rd quarter	12,079	—	—	—	496	5	—	—	2,153	—	14,728	5	463	—	—	—	15,191	5	54
4th quarter	12,459	88	—	—	497	7	—	—	5,988	—	18,944	95	445	—	—	—	19,389	95	560
1969 1st quarter	6,118	12	—	—	780	1	—	—	5,432	2	12,330	15	598	—	—	—	12,928	15	780
2nd quarter	6,750	—	1,014	—	629	7	—	—	5,937	2	14,330	9	532	—	—	—	14,862	9	1,403
3rd quarter	5,709	53	64	—	548	6	—	—	3,602	82	9,923	121	778	—	—	—	10,702	121	952
4th quarter	14,559	78	244	20	307	10	—	—	4,347	5	19,457	113	1,035	—	—	—	20,494	113	252
1970 1st quarter*	9,163	125	35	—	289	3	—	—	4,123	26	13,610	154	2,038	—	—	10	15,658	154	801
2nd quarter*	12,854	42	—	—	256	3	313	—	5,218	24	18,641	69	1,845	—	—	6	20,490	69	—
3rd quarter*	10,886	—	1,500	—	704	19	330	—	6,084	9	19,504	28	1,829	—	—	4	21,337	28	—

(†) Work done in United Kingdom only
* Provisional

COMPUTERS, *continued*

Table 4. Orders on hand for electronic computers and peripherals

£ million

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966 December 31	126·9	97·5	29·4	99·2	71·3	27·9	27·7	26·2	1·5
1967 December 31	188·3	157·0	31·3	128·1	97·9	30·2	60·2	59·1	1·1
1968 December 31	241·3	200·9	40·4	150·6	110·2	40·4	90·7	90·7	—
1969 March 31	250·0	201·0	49·0	157·0	108·0	49·0	93·0	93·0	—
June 30	282·8	218·2	64·6	182·3	117·7	64·6	100·5	100·5	—
September 30	285·7	220·6	65·1	182·4	117·3	65·1	103·3	103·3	—
December 31	294·7	224·7	70·0	185·1	115·4	69·7	109·6	109·3	0·3
1970 March 31	321·8	244·0	77·8	202·1	124·3	77·8	119·7	119·7	—
June 30	330·8	238·6	92·2	216·8	124·6	92·2	114·0	114·0	—
September 30	311·7	222·1	89·6	212·2	122·6	89·6	99·5	99·5	—

Table 5. Numbers employed in United Kingdom electronic computer industry

	Total	R & D	Manufacturing	Sales	Other
1966 December 31	35,800	3,600	15,300	4,700	12,200
1967 December 31	41,600	4,800	17,000	5,600	14,200
1968 December 31	45,100	4,900	17,800	5,500	16,900
1969 March 31	44,000	4,600	17,200	5,300	16,900
June 30	45,800	5,200	17,600	5,700	17,300
September 30	47,800	5,200	18,600	5,800	18,200
December 31	48,800	5,700	19,000	5,800	18,300
1970 March 31	48,900	6,000	18,700	5,500	18,700
June 30	49,700	6,100	19,100	5,500	19,000
September 30	51,100	6,300	20,700	5,600	18,500

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, January 8, 1971
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
In Search of Gregory	Br/E 35222C/3/1/76	90	January 4	Rank Film Distributors Ltd.	Vic Films (Productions) Ltd., London, Universal Pictures Ltd., London and Vera Film, S.p.A., Rome.
Loot	Br/E 35278/10/1/76	101	January 6	British Lion Films Ltd.	Performing Arts Ltd.
Mining Review No. 5 – 24th Year	Br/E 35282/10/1/76	10	January 6	Data Film Distributors Ltd.	National Coal Board.
Cool It Carol	Br/E 35286/10/1/76	101	January 6	Miracle Films Ltd.	Pete Walker Film Productions Ltd.
Take A Girl Like You	Br/E 35288/10/1/76	98	January 7	Columbia Pictures Corporation Ltd.	Albion Film Distributors Ltd.
Movietone News 2170	Br/E 35226/10/1/76	10	January 8	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2170A	Br/E 35227/10/1/76	8	January 8	" "	" "
				FOREIGN	
Monte Walsh	F 35223	99	January 5	Twentieth Century-Fox Film Co. Ltd.	Palladian Pictures Ltd. and Cinema Center Films.
Battle Squadron	F 35224	107	January 5	E. J. Fancey Productions Ltd.	Fida Cinematografica, Rome.
The Professor and the Beauty Queen	F 35225	81	January 5	United Artists Corporation Ltd.	Mimosa Film Productions (Pty.) Ltd., Bloemfontein.
Paint Your Wagon	F 35279	154	January 6	Paramount Pictures (UK) Ltd.	Alan Jay Lerner Productions Inc.
De Sade	F 35280	99	January 6	MGM-EMI Distributors Ltd.	American International Picture Corporation, California, Transcontinental Film Productions GmbH, Munich and CCC Filmkunst GmbH, Berlin.
Chastity	F 35281	83	January 6	" "	American International Picture Corporation.
A Question of Honour	F 35283	110	January 6	Border Film Productions (London) Ltd.	Mega Film, Rome.
Excuse Me Do You Like Sex?	F 35284	61	January 6	Miracle Films Ltd.	P.A.C. Films, Rome.
The Only Way Out Is Dead	F 35285	89	January 6	NGC Distributors Ltd.	Palomar Pictures International Ltd., Ontario.
The Grasshopper	F 35287	98	January 7	" "	National General Productions Inc.

New Business Monitors for rubber products, sports equipment, toys, games and children's carriages and musical instruments

THE FIRST Business Monitors were published recently containing results of four new quarterly inquiries conducted by the Business Statistics Office into manufacturers' sales of rubber products (Minimum List Heading 491 of the Standard Industrial Classification); sports equipment (MLH 494/3); toys, games and children's carriages (MLH 494/1 and 2); and musical instruments (MLH 499/1). The inquiries have been designed, after close discussions with the industries, not only to meet official needs for statistics but at the same time to provide industry with comprehensive information about detailed sales for marketing and management purposes.

The new Monitors contain other statistical information useful to each of the industries. Imports and exports from the Overseas Trade Statistics are given in each of the new Monitors. Links where possible have been given with previously published sales series and back-runs of figures are also shown. The toys, games and children's carriages Monitor includes additionally, at the request of the industry, a table on birth statistics; the Monitor for rubber goods shows manufacturers' sales for export of belting and hose products.

The result of the inquiry into manufacturers' sales of rubber products is published separately as a supplement to the monthly Rubber Monitor P7; it supersedes a supplementary table previously published quarterly and includes sales of tyres and tyre products which were not previously available. Comprehensive official statistics for the rubber industry include the supply, consumption and stocks of natural and synthetic rubber and sales for many individual products. In order to avoid duplication of effort for manufacturers the British Rubber Manufacturers' Association has discontinued several of its own detailed quarterly inquiries previously conducted amongst its members.

The Monitors for toys, games and children's carriages P43 and sports equipment P44 supersede the well-established Monitors, published separately for toys, games and sports equipment and for perambulators, bed-folders and push-chairs. The new series are well related to the old both in product detail and coverage. In addition the Monitor for sports equipment introduces product detail in place of a single total sales figure previously published.

In view of the detailed nature of these new inquiries it was expected that firms would take some time to arrange their records to provide the information sought and response was rather slow. However, response to inquiries for the most recent quarters is noticeably quicker and it is hoped to improve on the date of publication of results in future.

The Business Monitors P43 and P44 and the new Monitor P88 for musical instruments are available on annual subscription at 7s. 6d. per year for each title and the monthly Rubber Monitor P7 at £1 per year from HMSO, PO Box 569, London, S.E.1.

international spring fair utrecht netherlands

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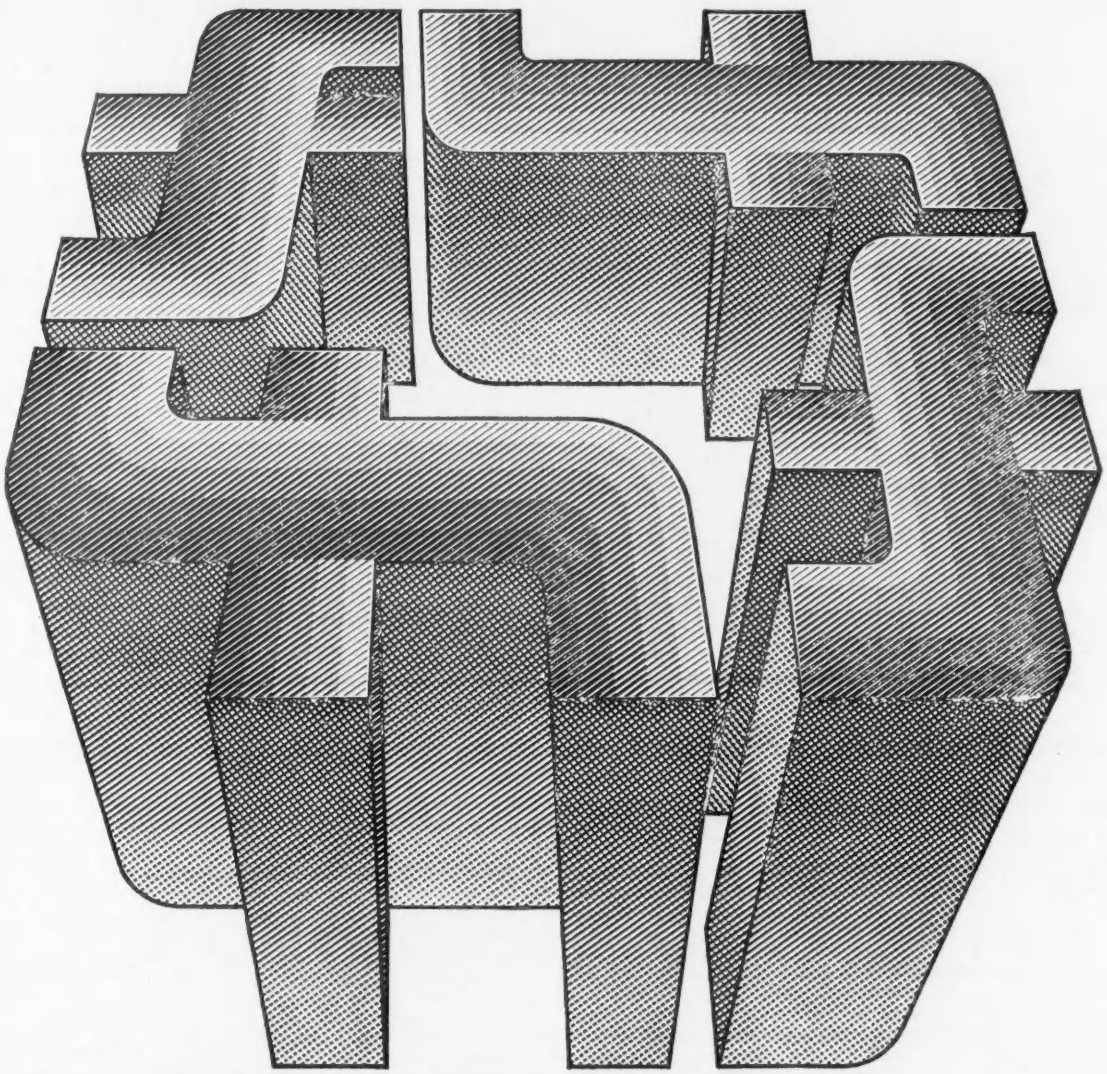
28/2 - 9/3'71 (closed on 6 and 7/3)



inquiries: royal netherlands industries fair, jaarbeursplein, utrecht.
phone (030) 914914, telex 47132.

u.k. agents: exhibition consultants ltd., 11, manchester square,
london w 1. phone hunter 1951.

Exhibitions and Fairs

Sir John Eden praises £30 million export effort of motorcyle and cycle industries

IN 1969 the value of motorcycles exported was nearly 90 per cent of the total value of motorcycles produced in the United Kingdom. Similary, for cycles, over 60 per cent of output was exported. This was stated by Sir John Eden, Minister for Industry, when he opened the Outdoor Holiday Show at Olympia, London, on January 6.

'Between them these two industries contribute some £30 million a year to the credit side of our balance of payments, a record of which they are justly proud,' he said.

'These, of course, are the bare figures. The reasons why they can maintain such a performance are to be seen around you – the carefully engineered products of many years of experience. And you can also see the strength of the competition, for many foreign exhibitors here are also showing their wares,' he added.

'The success of our industries has not been handed to them on a plate. They have had to fight for it and they know, better than anyone else, that their continued success depends upon their unrelenting search for improvements in quality and design.'

Sir John Eden said he hoped the show would attract record numbers of visitors and stimulate 'record sales for the exhibitors and the industries they represent.

'This would be a just reward not only for the quality of the equipment on view, but also for the attention to detail with which the show has been organized and the care with which the exhibits are presented.'

One in five

Camping, he said, was already very popular. In 1969 one in every five British people who went on holiday in this country or abroad chose to go camping. The Camping Club of Great Britain has 110,00 members and the Caravan Club and Motor Caravan Club together muster about 100,000 members.

'And this rise in popularity has taken place over a comparatively short period.

'There are probably many reasons that campers would give for having chosen a camping holiday. One important factor would of course be the relatively low cost, but I doubt whether this alone would account for the rise in popularity.

'I think that above all the thing that has happened to camping in recent years is that it has become comfortable. Gone, I am sure unlamented – except by a few rugged pioneers – the Spartan days when camping was a pursuit only for the young and hardy; a combination of draughty sleeping on hard ground, of cooking over open fires and of even worse miseries that I shall not mention.'

In recent years, he continued, much thought and effort had been given to designing palatial tents and excellent, compact, comfortable furnishings and equipment.

Freedom to move

'Low cost and greater comfort would attract many people but I imagine that two other less tangible factors are important. Although camping methods have changed, camping has retained its great attraction of freedom to move. All the equipment here can be packed up and stored away quickly and then set up again in some other place just as quickly a few hours later.

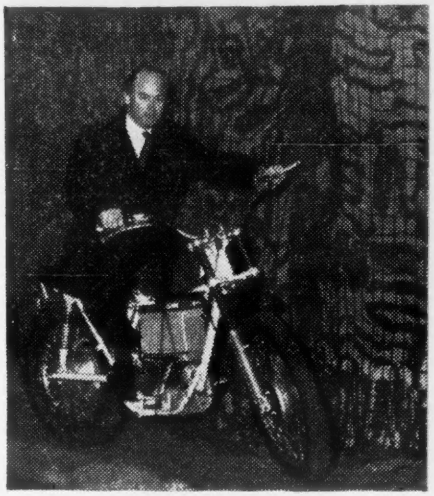
'And this adds to the second intangible quality that camping has kept the sense of adventure that comes from being free to explore, out of doors and closer to the elements.

'I am sure that as the pressures on our working life grow the relaxation of the mind and the exercise of the body which can come from the active and creative employment of our leisure time will have increasing significance for us all.

'It is in this sense that the industries represented at this show can and do make a most valuable contribution.

'But you need not wait to get to the wilds before you sample the benefits of open air. Here, in this exhibition – as welcome newcomers to the show – are cycles, motorcycles, an inexpensive means of transport which will straightaway set you up in holiday mood! These two industries deserve special mention for another reason: they both have outstanding export records.'

After opening the show Sir John Eden visited the Royal Signals motorcycle trials course. He not only watched – but also participated. He negotiated the course at the first attempt.



Sir John Eden, Minister for Industry, on the battery powered motorcycle which he rode around the Royal Signals time-trial course at the Outdoor Holiday Show at Olympia.

German retailers to visit Hardware Trades Fair

A PARTY of German hardware retailers, some 40 strong, will be flying into London on January 23 to visit the 17th International Hardware Trades Fair, which begins its five day run in the Grand, National and West Halls, Olympia, London, on January 25.

The group is made up of members of the Berlin branch of the Fachverband Deutscher Eisenwaren und Hausrathandler EV – the German equivalent of The National Federation of Ironmongers.

The exhibition will be opened by Mr. Michael Noble, Minister for Trade at the Department of Trade and Industry.

A big turn-out for the Kenema Fair

A report from British High Commission, Freetown

THE KENEMA Show and Trade Fair, held at Kenema in the eastern region of Sierra Leone from December 17-19, 1970, was predominantly agricultural. The aim was to provide local farmers with an incentive to increase their yields and achieve higher crop standards, through the use of modern methods.

This annual event, attended by over 50,000 people, has been growing in importance for some time in view of Kenema's position as a centre for the diamond industry, the timber industry and for agriculture in general.

The British High Commission had a small trade information stand while some British companies were represented by their local agents.

Other large concerns such as Forest Industries Corporation (a division of the Sierra Leone Ministry of Agriculture and Natural Resources) also had large displays.

The British Information Stand had a comprehensive display of photographs illustrating Britain's position as a foremost agricultural nation and supplier of agricultural equipment. Much interest was shown in the latest developments for breeding cattle and pigs and Dr. Siaka Stevens, the Prime Minister who opened the show, paid a special visit to the British display.

Amongst the British products shown on agents' stands were ICI Chemicals, Massey-Ferguson tractors, and Cooper, Pegler hand and pneumatic sprayers.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

Make a date with business

If you're in the Hardware trade, you need to be in London at the end of January.
For five action-packed days, over 30,000 products (many of them new) from 80 different countries will be displayed under one roof.
40,000 buyers are expected, from all over the world to see the latest in hand tools, housewares, ironmongery, hardware—everything involved in equipping and maintaining home and garden will be exhibited.
Make sure your Company is represented. Write now for free tickets and full details to:
Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Bucks.

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International Hardware Trades Fair

Olympia, London
Jan 25—29
1971

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Mr. Edward Heath, the Prime Minister, meets Coastguards manning the Department of Trade and Industry/HM Coastguard stand at the Boat Show. Left to right: Coastguardsmen F. W. Johnson, T. Gwilliam (shaking hands with Mr. Heath), Station Officer D. Holmes and Cmdr. H. S. May (Deputy Chief Inspector).

Boat industry can be proud of its export record —Mr. Edward Heath

THE EXPORT achievement of Britain's boat industry was referred to by Mr. Edward Heath, the Prime Minister, when he opened the London International Boat Show at Earls Court on January 6.

'We look to the British boat building industry for quality in everything it does and for its technical excellence; we see that exemplified to the full today.'

Mr. Heath congratulated the industry on its £72 million turnover, 25 per cent of it in exports.

When he arrived, Mr. Heath took a 'voyage' along the show pool in a sampan crewed by two Hong Kong sampan girls.

Visiting the Coastguard stand soon after the opening, he was welcomed by the Chief Inspector (Lieut.-Cmdr. J. A. Douglas) and a 'guard of honour' of Coastguards manning the stand.

A Coastguard operations room lookout, showing equipment used in search and rescue operations at sea is the main exhibit of the HM Coastguard/Department of Trade and Industry stand.

A record number of boats were on display for the Prime Minister and 19,829 other first-day visitors to see. The 1970 figure of 728 exhibits was topped by 47 this year.

Largest yacht in London for the show is too large for Earls Court, so C. van Lent & Zonen (who have a mere 41 footer on stand M2) left their 76 footer parked on the nearby Thames.

Longest, and certainly the most expensive boat in the hall, is the RNLI's new Solent Class lifeboat measuring 48½ft. overall and costing £70,000 (H6). Cheapest is probably the build-it-yourself children's Kayel-Otter canoe (US6) at £15.

The Boat Show is open daily until January 16. It is sponsored by the *Daily Express* and organised by the Ship and Boat Builders' National Federation.

● Now on display at The Design Centre, London, until January 23, is an exhibition called 'Boats and Gear' which features a selection of well-designed boats and sailing equipment chosen by the Council of Industrial Design for such aspects as functional efficiency, appropriate use of materials and safety in performance.

There are over 40 exhibits including five boats, navigational equipment, lifeboats, sailing tackle and clothes.

ADVERTISEMENT INQUIRIES FOR 'TRADE AND INDUSTRY'

Inquiries concerning the insertion of advertisements in Trade and Industry should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1 (01- 348 9876, *Ext.* 6147).

Namur to hold the fourth British Shopping Week in Belgium

MORE THAN 500 shops in Namur, including important branches of several Brussels department stores, are co-operating to stage simultaneous promotions of British goods from April 2-10. The Shopping Week is organized by a local committee headed by the president of the Association des Commercants in Namur, with the support of the British Embassy in Brussels, and the Department of Trade and Industry.

The Week will take place during Namur's annual Spring Festival and exhibition (March 27 to April 12) which will this year be given a British theme. There will be a big British stand at the exhibition, together with a display of veteran cars, a Watney's pub, and a replica of the Eros statue.

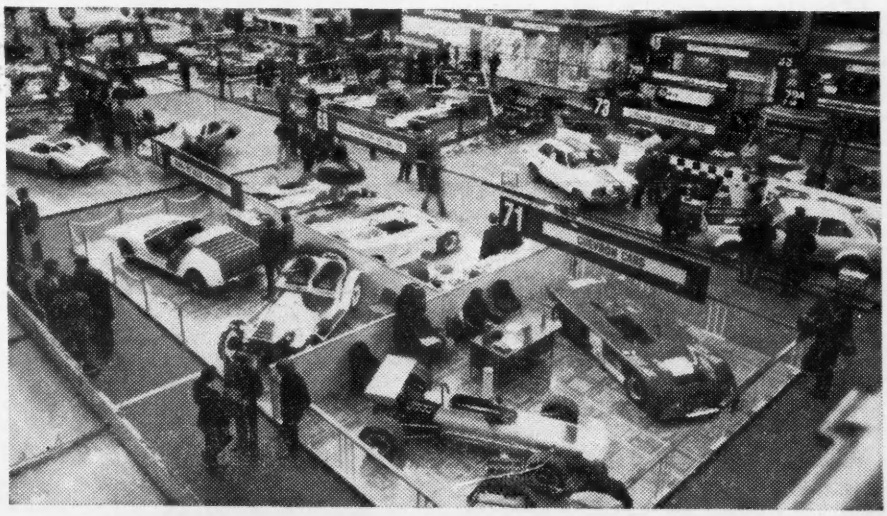
Fashion show

Displays of British goods on sale during the Shopping Week will be backed by various supporting events, including a fashion show arranged by the British Embassy in co-operation with seven or eight Belgian agents of United Kingdom garment manufacturers and with Courtauld's Belgian subsidiary.

There will be four pubs, a double-decker bus, a 'British Week' poster campaign, exhibitions of British medals and decorations, paintings by Richard Smith, and a recital by John Clegg. The Alamein staff band, whose music provided one of the main attractions at Tournai last year, will give performances throughout the week.

In view of the presence of the Coldstreams at Namur almost three centuries ago, a detachment from that regiment will be in Namur, and two British policemen and two pipers will also be in attendance.

This will be the fourth British Shopping Week to be mounted by Belgian retailers as a direct result of the commercial success and impact of the major British Week in Brussels in October 1967. It follows similar events in Bruges (1968), Genk (1969) and Tournai (1970), and gives every indication of being the most important yet staged.



The International Racing Car Show 1971 opened at the Olympia National Hall on January 6. The show, which lasts until the 16th, is organized by the British Racing and Sports Car Club, and the Society of Motor Manufacturers and Traders.

British firms tap lucrative American market for air pollution control equipment

A report from Charles Anson, Second Secretary (Commercial) British Embassy, Washington, DC

EVEN THE most inexperienced of forecasters could quite confidently say that the market for pollution control equipment in the United States is growing rapidly – and will grow even more so in the future. Public concern about the quality of the environment, and the steps being taken by both State legislatures and the United States Congress to control pollution of all kinds, has prompted more and more sectors of American industry to examine how they can contribute to a cleaner atmosphere and conform to new standards for cleaner air.

Over the next few years there will be stricter standards enforced in the United States both at State and Federal level in respect of air pollution. As a result, the pressure on American industry to install equipment designed to control pollution in the most economical way will become stronger, and more widespread.

A group of four British firms, sponsored by the National Clean Air Society of the United Kingdom, together with the Warren Spring Laboratory were able to get a first-hand idea of the American market for air pollution control equipment when they took part under the Department of Trade and Industry's joint venture terms in an exhibition held at the same time as the Second International Clean Air Congress in Washington DC from December 6-11, 1970.

At this year's Congress about 2,300 scientific and industrial experts on air pollution control from 45 countries came to Washington to discuss their problems in a series of technical meetings and seminars.

Congress visitors at Exhibition

Virtually all the delegates to the congress, as well as representatives from industry, visited the exhibition in which 86 firms showing a range of equipment for measuring and sampling as well as controlling air pollution took part.

In addition to the five British participants, there was one Japanese firm in the exhibition, the remainder of the exhibitors being American firms.

The five British exhibitors at the International Clean Air Congress all found that their participation had been worthwhile in different ways. Two of the British firms, Sutcliffe Speakman, showing their solvent recovery plant, and C. F. Casella Ltd., demonstrating a range of dust samplers for use in the mining industry, already had a good deal of experience in the American market but were able, nonetheless, to make some useful contacts at the exhibition.

F. E. Beaumont Ltd., exhibiting models of their industrial chimneys designed to reduce pollution in factories, were new to the American market. They received one firm inquiry from the Philadelphia Ironworks in Pennsylvania with whom they were able to begin preliminary discussions which the British firm was confident would lead to the conclusion of a manufacturing agreement covering the eastern United States.

British Ceca Co. Ltd., exhibiting solvent recovery plant, were also new to the American market and had inquiries from two users and three potential representatives.

Great interest was also shown in the range of equipment being demonstrated by the Warren Spring Laboratory for sampling and measuring air pollution.

As with many exhibitions in the industrial field, the results of participation in the Second International Clean Air Congress could not be judged only by the number of orders taken.

The exhibition offered a good opportunity to British firms to show their equipment to an international audience of experts and, at the same time, to assess the American market for air pollution control equipment, undoubtedly the largest single market for this type of equipment in the world.

Mr. Donald Tebbit, Commercial Minister in the British Embassy, Washington (second right), in discussion with Mr. Cresswell, commercial manager of British CECA (far right), Mr. Hughes of the Clean Air Society of the United Kingdom (second left), and Mr. Denne, plant sales manager of British CECA (far left) at the second International Clean Air Congress in Washington DC.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

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Overseas Trade and Exports

Belgian law on privileged creditors

BRITISH EXPORTERS to Belgium of machinery, machine-tools, workshop or laboratory equipment and analogous 'tools of trade' should note that by virtue of a law of July 29, 1957 they can qualify for the status of 'privileged' creditor should the Belgian buyer be officially declared insolvent before the goods in question have been fully paid for.

In order to qualify for privileged creditor status a certified copy (1) of the relevant invoice or bill of sale, even if that document has not yet been formally 'accepted' by the buyer, must be lodged within 14 days of delivery of the goods with the Clerk of the Commercial Court (2) of the Juridical District (3) in which the buyer has his domicile.

In practice it is desirable to lodge such certified copies, by registered letter, with the Clerk of the Commercial Court simultaneously with the despatch to the buyer of the delivery note or bill of lading announcing that the goods have been shipped/despatched, since in the eventuality of a bankruptcy being declared before the expiry of the statutory 14 days no document will be accepted for registration by the Commercial Court after the day of the judgment declaring the bankruptcy. Registration of invoices remains valid for a period of five years from the date of delivery of the goods.

Registration of certified copies of invoices is particularly valuable to the supplier in cases of the enforced sale, undertaken by the official liquidator (or curator, as the function is commonly called in Belgium), of the tangible assets of a bankrupt debtor. The total proceeds of the sale of the machinery etc. on which a privileged creditor has secured a lien by the procedure described above must be remitted to that creditor by the liquidator. If these proceeds leave a debit balance owing to the supplier, the latter becomes a 'chirographaire' (unsecured) creditor for that balance. In the (unlikely) eventuality of the proceeds bringing in a sum greater than the amount of the unpaid debt, the excess is paid by the liquidator into the common fund for allocation among unsecured creditors.

Earlier legislation gave this kind of protection only when the buyer was classified as 'industrial', which frequently led to argument. The law of July 29, 1957 extended the range of guarantee to 'industrial, commercial or artisanal' enterprises, which in practice covers any sale except to private persons, or to Government Departments or 'parastatal' organizations; in the latter cases all conditions of delivery and payment are laid down in specific contracts.

The Commercial Department of the British Embassy in Brussels cannot accept responsibility for registering copies of invoices with the Commercial Courts on behalf of British suppliers. If a British firm wishes to have its invoices registered on its behalf by a lawyer in Belgium the Embassy will be pleased to supply the addresses of British solicitors with offices in Brussels or of the Embassy's Legal Advisers.

Notes:

(1) 'Certified' in this context does *not* mean 'notarized' or 'legalized' by any official or independent authority. The ordinary form of words acceptable to (e.g.) HM Customs over the signature of an executive empowered to sign on behalf of the Company is sufficient.

(2) In French: Greffe du Tribunal de Commerce,
In Flemish: Rechtbank van Koophandel,
followed by the name of the town – see (3).

(3) In both French and Flemish the term for Juridical District is, in this context, Arrondissement. It is in effect the name of the town in which the district Commercial Court is located. The town is indicated on the buyer's letter-head immediately following the initials R.C. (for Registre de Commerce) or H.R. (for Handelsregister) and a registration number. (all letters, invoices and bills emanating from a Belgian business must show the RC/HR number and the town).

No standard form of covering letter to the Clerk of the Commercial Court is laid down but the letter should mention specifically 'the Law of July 29, 1957'. It is desirable but not mandatory to use the regional language – French or Flemish as appropriate. If Flemish presents a difficulty, English in lieu is generally more acceptable than French in Belgium's Flemish-speaking areas.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has* 20 *local offices in various parts of the United Kingdom. A list is given in the December* 23 *issue of* Trade and Industry.

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TRADE AND FINANCIAL ARRANGEMENTS

UK/USSR Joint Commission for Technology and Trade

THE UNITED KINGDOM Government and the Government of the Union of Soviet Socialist Republics have agreed to set up a joint Commission for Technology and Trade. An Exchange of Notes to this effect was signed in Moscow on January 4.

The main purpose of the Commission will be to review the progress of the Technological Agreement and the Long Term Trade Agreements which the two Governments concluded in 1968 and 1969 respectively.

The first meeting of the Commission was held in London in the week beginning January 11. The United Kingdom side is being led by Mr. John Davies, Secretary of State for Trade and Industry, and includes representatives of the Confederation of British Industry (CBI) and of the East Europe Trade Council (EETC). The Soviet side is led by Academician V. A. Kirillin, a deputy premier of the USSR and chairman of the State Committee of the Council of Ministers of the USSR for Science and Technology and includes representatives of Gosplan, of the Ministry for Foreign Trade and the industrial ministries concerned.

Note:

The Commission will also consider the potential for mutually beneficial industrial and economic exchanges generally between the two countries and how these may be encouraged to the benefit of both parties.

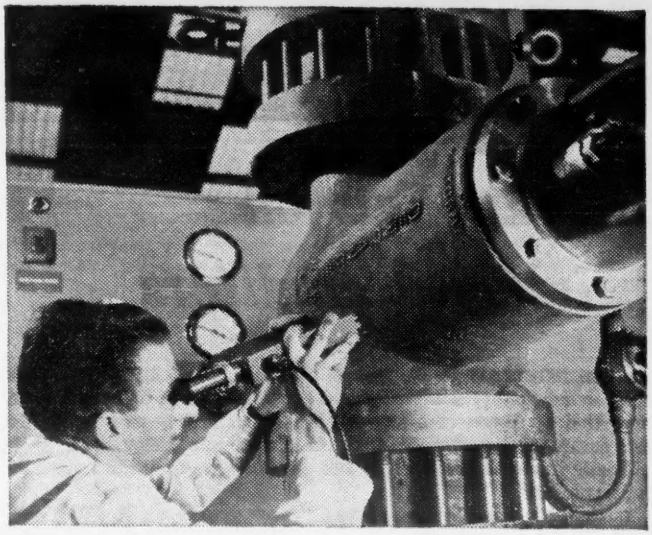
Agreement between EEC and African and Malagasy States

THE CONVENTION of Association which was signed at Yaounde on July 29, 1969 between the European Economic Community and the African and Malagasy States associated with that community has now been ratified by all contracting parties. It came into force in January 1971 and will expire on January 31, 1975.

Further details will be published when available.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, Room 339, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3338/2334).

With Exporter III, a Hawker Siddeley HS125 business jet, aiding both communications and mobility, J. C. Bamford Excavators Ltd, hope to boost exports of their equipment – already running at 55 per cent of production – to much higher levels. The aircraft, recently delivered to Bamford's at Heathrow Airport, is the first of two HS125 twin-jets to be pressed into export service by the company. Last year, Bamford Excavators achieved an 81 per cent increase in sales overseas, raising its exports to £10.7 million and winning a Queen's Award.



A quality control engineer at the Skelmersdale, Lancs., factory of Dewrance and Co. Ltd., using a spectograph on the body of an alloy steel parallel slide valve to determine that the material meets with the customer's specification. The valve, destined for installation in Canada, is one of a range developed by Dewrance in co-operation with international power generation authorities for high pressure and high temperature use in modern power stations.

Niger and the Chinese Republic

IT HAS BEEN reported that a trade agreement was signed between Niger and the Chinese Republic on August 15, 1970 to take effect as from that date. It is valid for one year, after which it will be renewed yearly on mutual agreement.

Inquiries about this notice should be addressed to Commercial Rlations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

Double taxation

AUSTRIA

THE BOARD of Inland Revenue announce that the United Kingdom –Austria Double Taxation Convention has now been published as a Schedule to an Order in Council numbered SI 1970 No. 1947.

JAPAN

The United Kingdom – Japan Double Taxation Convention has now been published as a Schedule to an Order in Council numbered SI 1970 No. 1948.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Austria, Costa Rica, Germany, Guyana, Kuwait, Morocco, Panama, Sierra Leone and Switzerland, have been published in the 'Hints to business men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room C07, Export House, 50 Ludgate Hill, London, E.C.4. (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Department of Trade and Industry.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in this issue of Trade and Industry. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue* Board of Trade Journal*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel.* 01-248 5757*).*

OUTWARD MISSIONS

Largest, longest mission from Ulster

NORTHERN IRELAND plans to give its 1971 international export drive a big push early in February with a major overseas trade mission to Australasian markets. The mission, the third from Northern Ireland in little over 12 months, will be the largest and most concentrated overseas sales probe ever launched from Northern Ireland. With 22 textile and engineering companies at this stage taking part – including six from Britain – the mission's 'bigger than ever' image is not confined to the number of members. It will also be the longest, lasting eight weeks – five weeks more than anything previously undertaken – and the most extensive: former delegations have never gone beyond concentrating on one or two countries, but on this occasion four major trading countries are to be the targets for the mission.

This 25,000-mile sales and promotion tour will be a double-edged attack on Australasian markets. Starting on February 8 in Auckland, the delegation will concentrate its efforts during the first five weeks in New Zealand and Australia – where a 1969 Northern Ireland mission obtained orders worth £117,000 with an expected growth of a further £500,000 in business – and then switch for the remaining three weeks to Hong Kong and Japan, from which a Northern Ireland mission recently returned with orders valued at £150,000.

The mission is sponsored by the British National Export Council and the Northern Ireland Chamber of Commerce and Industry in co-operation with the Northern Ireland Ministry of Commerce.

Sales promotion in Scandinavia

MR. DAVID M. WHITE, manager of the overseas division of Sanders and Forster Ltd., London, is to visit Scandinavia on a market assessment and sales promotion tour in connection with his company's range of pre-engineered steel buildings, building systems and structural engineering services.

Participating in a trade mission organized by the Leicester and County Chamber of Commerce and Industry, Mr. White will leave the United Kingdom on January 20 and will be based at Helsinki, Stockholm and Oslo, where he will investigate the special steel building requirements of Scandinavian industrialists and authorities, follow up existing sales leads and appoint agents in those territories in which the company is not adequately represented.

During his visit Mr. White will also investigate the possibilities of making his company's structural steelwork design and production techniques available on a licensing basis as an alternative to direct sales.

Giftware team to visit Far East

THE Export Council for the Jewellery and Giftware Industries sponsors a trade mission to the Far East from February 19 to March 7. Led by Mr. Charles Argue, the mission – representatives of a dozen companies – will visit Hong Kong, Tokyo and Osaka.

RENDEZVOUS IN CHILE

Showing the souvenir plaque presented to him earlier this month in Chile by the Carabineros de Chile, Mr. George Schellens (centre), technical liaison officer (overseas division), Pye Telecommunications Ltd., is seen discussing details of his recent trip to South America with (left) Mr. Ed Gamble, overseas marketing manager and (right) Mr. W. Pannell, technical manager, overseas marketing. Mr. Schellen's visit to Chile (the seventeenth overseas trip he has made this year) lasted over one month, during which he supervised training and maintenance courses for the company's distributors and customers. He was joined in Chile for a time by Mr. Pannell who, having circumnavigated the world, flew in from the Far East to conduct a systems survey for another potential customer in that country. The Carabineros de Chile, having placed a £750,000 contract for communications equipment in 1968, are Pye's largest single customer in Chile.

Construction opportunities in Japan

A REPORT published by the British National Export Council's Asia committee on the findings of the United Kingdom construction mission to Japan in October reveals that Japan has the capacity to build two million dwellings a year. Copies of the report may be obtained from BNEC Asia, 6-14 Dean Farrar Street, London, S.W.1, price 7s. 6d. each.

There may well be significant opportunities for specialized materials, high quality fixtures and systems from Britain if the advantages can be adequately presented and explained to Japanese developers and builders. Such presentations would take considerable planning and effort. 'It should be understood,' the report says, 'that distance and language make the use of a local agent or representative essential.'

Headed by Sir Kenneth Wood, chairman of Concrete Ltd. and previously industrial advisor to the Ministry of Housing and Local Government, the seven members of the mission have recommended that a follow-up mission be arranged to visit Japan in April this year.

EXPORT TOURS

Carpets in Scandinavia

BRINTONS LTD., Kidderminster, report an expanding market for their carpets in Scandinavia, where they find Denmark the best broadloom outlet, Sweden and Norway showing greater interest in rugs, and Finland currently recording the sharpest growth.

During a recent fortnight spent in three of these Northern European markets, Mr. Peter Elvin, who deals with all continental countries on the company's behalf, spent all his time in Norway and Sweden with the company's agents.

In Oslo, Mr. Elvin was impressed by the new geometric black and white design he saw being used to carpet the general assembly area of the new Parliamentary building.

In Stockholm he also saw Brintons' carpets being laid in the Sheraton Hotel, which opened on January 1 with 17,000 sq yds. of the company's carpets *in situ*.

Mr. Elvin flew on to Helsinki, where a week's intensive calling on established customers (and some new ones) produced a pleasing volume of orders.

Licensing agreement concluded

MR. J. G. COLLYER, joint managing director, The Glacier Metal Co. Ltd., and Mr. R. Herrmann, a director of AE (Export Services) Ltd., both members of The Associated Engineering group, recently returned from a successful visit to Japan. A further 10-year licensing agreement between Glacier and the Japanese licensee, the Daido Metal Co. Ltd., was concluded – Glacier expect an income of around £2 million from royalties during this period.

South American sales tour

MR. F. A. THOMAS, sales director, GKN Lincoln Electric Ltd., returned recently from a busy sales tour of Argentina and Brazil. He was accompanied by Mr. J. Danks, chief welding engineer, and Mr. D. M. Murphy, export sales manager.

GKN Lincoln Electric Ltd. have substantially increased exports to the South American continent and the Caribbean area during 1970, and the purpose of the visit was to further consolidate successes in this market.

First stop was in Buenos Aires, Argentina, where Lincoln were exhibiting part of their range of automatic and semi-automatic welding units and power sources.

From Argentina, Mr. F. A. Thomas and Mr. J. Danks went to Brazil, to follow up sales leads resulting from their participation in an exhibition in Sao Paulo during the latter part of 1969.

European survey of markets

MR. P. R. BROWN, export manager of Evans Electroselenium Ltd., Halstead, Essex, left on January 10 for a two-and-a-half-week market survey of Spain, Italy, Austria and Switzerland.

The company's main products are analytical laboratory instruments, almost 50 per cent of their output being exported.

Round-the-world trip

FROM the sophisticated shopping services of the United States to the bazaars of Bangkok and Singapore, demand for the riveting tools manufactured by Riveting Systems Ltd., Tormorden, Lancs., is growing around the world.

That's the verdict of Mr. Ron Yarborough, the company's chief sales executive, who recently completed a round-the-world trip which included visits to the United States, Australia, New Zealand and South East Asia.

Mr. Yarborough found that the development of the firm's American subsidiary, Riveting System (USA), set up a year ago, was progressing satisfactorily. Agents have been appointed throughout the United States and the fact that availability of stocks can be arranged through membership of British Distribution Services Ltd., an organization with warehouse facilities at Somerdale, New Jersey, which guarantees that stocks are constantly available – is doing much to develop dealer confidence in Riveting Systems' products.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which is has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, Proposed Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations, Proposed Regulations and Decisions may be seen on application to Tariff Section, Export Data Branch, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Exts. 7174/408).

GENERAL

The *Board of Trade Journal* dated January 21, 1970 (page 191) contained an announcement about **Decision No. 69/500/CEE** concerning the minimum price system and authorizing France and Germany to charge a compensatory levy on certain imports from other Member States. The *Journal Officiel* No. L281 dated December 27, 1970 contains the text of **Decision No. 70/550/CEE** extending the validity, and modifying Annex A, of **Decision No. 69/500/CEE** above.

Regulation (CEE) No. 2637/70 establishes special methods of application for the system of import, export and prefixation certificates for agricultural products (*Journal Officiel* No. L283 dated December 29, 1970).

Regulation (CEE) No. 2638/70 modifies **Regulation (CEE) No. 1373/70** concerning common measures for the application of the system of import, export and prefixation certificates for agricultural products subject to a single price rule (*Journal Officiel* No. L283 dated December 29, 1970).

CEREALS

Regulation (CEE) No. 2646/70 modifies **Regulation (CEE) No. 633/67** relating to the fixing in advance of the export refund for cereals (*Journal Officiel* No. L283 dated December 29, 1970).

WINES

Regulation (CEE) No. 2612/70 modifies **Regulation (CEE) No. 816/70** establishing complementary provisions in the common organization of the markets for wines (*Journal Officiel* No. L281 dated December 27, 1970).

Regulation (CEE) No. 2641/70 modifies for the second time **Regulation (CEE) No. 1022/70** establishing for a transitional period circulation certificates for certain wines (*Journal Officiel* No. L283 dated December 29, 1970).

Regulation (CEE) No. 2682/70 extends the period of validity of **Regulations (CEE) Nos. 1134/70** and **1275/70** in so far as they concern the marketing of wines which do not comply with the provisions of **Regulation (CEE) No. 816/70** (*Journal Officiel* No. L285 dated December 31, 1970).

Regulation (CEE) No. 2684/70 extends in modifying **Regulations (CEE) Nos. 1430/70, 1679/70** and **1634/70** the system applicable to imported wines coming from Algeria, Morocco, Tunisia or Turkey (*Journal Officiel* No. L285 dated December 31, 1970).

Regulation (CEE) No. 2685/70 concerns certain grape must (Common Customs Tariff No. ex 22.05 B) referred to in Article 13 of basic **Regulation (CEE) No. 816/70** and waives **Regulation (CEE) No. 2319/70** (*Journal Officiel* No. L285 dated December 31, 1970).

Regulation (CEE) No. 2699/70 enlarges the field of application of **Regulation (CEE) No. 2232/70** relating to aid for the storage of table wines having a close economic relationship with table wines from types RI and AI (*Journal Officiel* No. L285 dated December 31, 1970).

Regulation (CEE) No. 2700/70 fixes the countervailing duties in the wines sector (*Journal Officiel* No. L285 dated December 31, 1970).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

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and

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MILK AND MILK PRODUCTS

Regulation (CEE) No. 2605/70 modifies **Regulation (CEE) No. 1053/68** defining the conditions under which certain dairy products may be admitted under certain Common Customs Tariff Headings (*Journal Officiel* No. L278 dated December 23, 1970).

Regulation (CEE) No. 2640/70 modifies **Regulations (CEE) Nos. 756/70** and **1680/70** concerning the milk and milk products sector (*Journal Officiel* No. L283 dated December 29, 1970).

Regulation (CEE) No. 2666/70 relates to the certified proof which must be given following applications for premiums for the non-marketing of milk and milk products (*Journal Officiel* No. L285 dated December 31, 1970).

Regulation (CEE) No. 2683/70 establishes special measures for the fixing in advance of export refunds in the milk and milk products sector (*Journal Officiel* No. L285 dated December 31, 1970).

The *Journal Officiel des Communautés Européennes* No. C145 dated December 8, 1970 contains the texts of two Proposed Regulations as follows:

1. to modify **Regulation (CEE) No. 804/68** setting up a common organization of the markets in the milk and milk products sector.
2. to modify **Regulation (CEE) No. 823/68** determining the grouping of products and the special provisions for calculation of levies in the milk and milk products sector, in so far as it concerns fresh milk.

It should be noted that the texts of these Regulations, when finally approved, may differ from the draft texts referred to above.

FRUIT AND VEGETABLES

Regulation (CEE) No. 2610/70 annuls **Regulation (CEE) No. 2347/70** applying the Common Customs Tariff to imports of mandarins, satsumas, clementines, tangerines and other similar citrus hybrids originating in Spain (*Journal Officiel* No. L278 dated December 23, 1970).

Regulation (CEE) No. 2613/70 modifies **Regulation (CEE) No. 865/70,** Annex I, in so far as it concerns certain products falling within Common Customs Tariff Heading No. 20.07 A (fruit juices) (*Journal Officiel* No. L281 dated December 27, 1970).

PIGMEAT

Regulation (CEE) No. 2611/70 modifies **Regulation (CEE) No. 137/67** establishing general rules for the system of 'main products and derived products' allowing the determination of additional amounts in the pigmeat sector (*Journal Officiel* No. L281 dated December 27, 1970).

SUGAR

Regulation (CEE) No. 2642/70 fixes, for the 1970/1971 Sugar Marketing Year, the provisional amount of the production quota (*Journal Officiel* No. L283 dated December 29, 1970).

Regulation (CEE) No. 2643/70 fixes the final amount of the production quota for the 1969/1970 Sugar Marketing Year (*Journal Officiel* No. L283 dated December 29, 1970).

Regulation (CEE) No. 2644/70 modifies **Regulation (CEE) No. 2104/68** in so far as it concerns the amount of storage costs which, in the event of a carry-over, may be required from producers of sugar beet and sugar cane during the 1970/1971 Sugar Marketing Year (*Journal Officiel* No. L283 dated December 29, 1970).

Regulation (CEE) No. 2645/70 relates to the provisions applicable to the quantity of sugar produced over the maximum quota (*Journal Officiel* No. L283 dated December 29, 1970).

Regulation (CEE) No. 2674/70 fixes the basic amount of the import levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L285 dated December 31, 1970).

Customs legislation in the EEC

THE *Board of Trade Journal* dated January 14, 1970 (page 124) contained an announcement about **Regulation (CEE) No. 258/69** establishing, in accordance with Article 46 of **Regulation (CEE) No. 542/69** the list of airline companies to which the exemption from the need to provide surety to cover the air transport of goods applies. The *Journal Officiel des Communautés Européennes* No. L279 dated December 24, 1970 contains the text of **Regulation (CEE) No. 2631/70** completing **Regulation (CEE) No. 2588/69** above. **Regulation (CEE) No. 542/69** is the basic Regulation dealing with the transit of goods within the Community.

The *Journal Officiel* No. L279 also contains the text of **Regulation (CEE) No. 2632/70** relating to the definition of the origin of wireless and television receivers.

The French texts of the Regulations referred to above may be seen on application to Tariff Section, Export Data Branch, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174/408).

Common customs tariff

THE *Journal Officiel des Communautés Européennes* No. L278 dated December 23, 1970 contains the text of two Regulations as follows:

Regulation (CEE) No. 2606/70 relates to the classification of goods under Common Customs Tariff Heading No. 85.12 A (electric instantaneous or storage water heaters and immersion heaters).

Regulation (CEE) No. 2607/70 relates to the classification of goods under Common Customs Tariff Heading No. 23.02 A I a) (flours and meals of meat and offals; greaves).

The *Board of Trade Journal* dated September 6, 1968 (pages 678/679) contained a notice about the Common Customs Tariff of the European Communities which came into effect on July 1, 1968 and was published as **Regulation (CEE) No. 950/68** in the *Journal Officiel des Communautés Européennes* No. L172 dated July 22, 1968.

Details of subsequent Regulations modifying **Regulation (CEE) No. 950/68** were published in *Trade and Industry* dated December 9, 1970 (page 454).

The *Journal Officiel des Communautés Européennes* No. L283 dated December 29, 1970 contains the text of **Regulation (CEE) No. 2634/70** further modifying **Regulation (CEE) No. 950/68.**

The French texts of all the Regulations referred to above may be seen on application to Tariff Section, Export Data Branch, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174/408).

FRANCE

Import regulations for frozen beef

THE FRENCH *Journal Officiel* of December 16 announced that, further to EEC Regulation No. 1083 of July 26, 1968, stating that import certificates for frozen beef are valid for three months from their date of issue, and in accordance with EEC Regulation No. 2511 of December 11, 1970, the period of validity of those import certificates issued from September 15 to November 27, 1970 inclusive, has been extended until February 28, 1971.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 423/408/288), where the French text may be seen.

Duty quota for newsprint

FOLLOWING EEC REGULATION No. 2608/69 modified on December 16, 1970, and the French arrete of December 26, 1969 fixing the amount and conditions of importation of newsprint for 1970 (Tariff heading 48.01A) the French *Journal Officiel* of December 25 announced that the quota has been increased from 127,000 metric tons to 162,000 metric tons.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288).

Customs modifications

THE FRENCH *Journal Officiel* of December 25 announced modifications to the French customs tariff with effect from January 1, 1971 and published a special supplement setting out the changes.

The modifications are in accordance with EEC Regulation No. 950/68 and an EEC Regulation of December 16, 1970, on temporary suspension of duty for certain items.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

FRANCE, *continued*

Duty-free quotas for newsprint, etc.

FOLLOWING an EEC Regulation dated December 14, 1970, allocating amounts to member countries for various products, the French *Journal Officiel* of December 29 announced the amounts and conditions for importation duty free into France for the year 1971 of goods under the following tariff headings:

Tariff No.	Description	Quota amount metric tons
48.01 A	Newsprint	160,000
Ex 73.02 E I	Ferro-chromium, containing by weight at least 0·10% of carbon and more than 30%, but not more than 90% inclusive of chrome	10
Ex 77.01 A	Unwrought magnesium containing by weight 99·8% or more of pure magnesium	4
Ex 77.01 A	Unwrought magnesium containing by weight less than 99·8% of pure magnesium	20

The conditions of admission under the above quotas are those laid down in an Order of December 17, 1969, stating the general conditions for import duty quotas.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

Duty-free import quotas for iron

THE FRENCH *Journal Officiel* of December 29 announced the amounts for the following duty-free quotas for the first half of 1971:

Tariff No.	Description	Amount metric tons net
73.15 A IV b 1	Hot-rolled or extruded wire rod having a diameter of 4·5 to 6 mm. and a carbon content of 0·62% to 0·74%	3,000
	Wire rod of a diameter of 4·5 to 13 mm. and containing 0·60 to 1·05% of carbon, 0·05 or less of sulphur or phosporus (taken together), 0·10 to 0·25% of silicon and 0·1% or less of all other components (taken together), except manganese and chromium	1,200
73.16 A II b	Used rails intended for re-rolling	38,500

The amounts for the following duty-free quotas have been fixed for the whole of 1971:

Tariff No.	Description	Amount metric tons net
73.15 B IV b 2	Alloy steel hollow bars, the interior of which is plated with stainless steel, intended only for the manufacture of monobloc cutting bits	700

The conditions of admission under the above quotas are laid down in an Arrêté of December 17, 1969, stating the general conditions of import duty quotas.

The products imported under these quotas must be used for the purposes stated within one year of the date of registration of the customs declaration. They are also subject to the actual consignee, assignees and users fulfilling the formalities laid down in Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

LUXEMBOURG

Added Value Tax

IT HAS BEEN REPORTED by the British Embassy, Luxembourg that with effect from January 1, 1971, the general rate of Added Value Tax has been increased from 8 per cent to 10 per cent and the lower rate from 4 per cent to 5 per cent. The special reduced rate of 2 per cent is applied for meat, bakery, dairy and pharmaceutical products.

Inquiries regarding this Notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 288, 7175, 408, 423).

YUGOSLAVIA

Relaxation of the import deposit scheme

IT WAS reported in the November 11 issue of *Trade and Industry* that the Federal Executive Council of Yugoslavia had decided to introduce certain economic stabilization measures, including a 50 per cent import deposit scheme. The National Bank of Yugoslavia has now issued revised regulations, to include the payments for services as well as goods. The goods affected are those in the LB and LBO categories, and GDK imports being paid for out of individual firms' allocations or other foreign exchange entitlements. Details of these categories may be obtained from the address below.

The rate of the deposit was reduced on December 1, to 30 per cent, and to 20 per cent on January 1, and certain imports have now been entirely exempted from deposits. These products include goods purchased from consignment stocks, valued at less than $100; certain basic foodstuffs and raw materials; goods imported under long term industrial co-operation agreements when the Yugoslav firm holds a credit balance with its foreign partner; textbooks in any Yugoslav language; stores for ships, aircraft, and international road transport vehicles; services (e.g. improvements, processing, repairs and erection); goods purchased by IBRD and IFC funds; and equipment imported on credit.

Further details of these regulations may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

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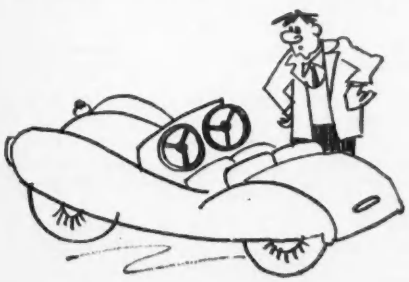

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TURKEY

Implementation of tariff reductions (GATT Kennedy Round)

ON JANUARY 1 Turkey was due to make the fourth of five tariff rate reductions agreed at the end of the Kennedy Round negotiations. Items included and rates applicable from January 1, 1971 are as follows:

Ex BN 13.03	Vegetable saps and extracts, used in the pharmaceutical industry	= 60%
BN 28.23	Chromium oxides and hydroxides	= 21%
Ex BN 28.23	Goods specified in the Codex	= 34%
Ex BN 28.43 c	Potassium cyanide	= 38%
BN 28.56 a	Silicon carbide (carborundum)	= 17%
BN 29.01 a	Diphenyl, diphenyl-methane	= 32%
Ex BN 29.22 b	Diethylenediamine and similar compounds	= 10·2%
Ex BN 73.16	Rails	= 21%
BN 84.42	Machinery (other than sewing machines) for preparing tanning, or working hides, skins or leather (including boot and shoe machinery)	= 25·2%
BN 85.05	Tools for working in the hand, with self-contained motor	= 29·4%
BN 87.12	Parts and accessories of articles falling within headings 87.09 87.10 and 87.11	= 42%
Ex BN 90.17	Electro-medical apparatus and opthalmic testing instruments	= 29·4%

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 420 and 475).

Decrease in customs duty on tractor components

IT WAS ANNOUNCED in the Turkish *Official Gazette* of December 10, 1970 that the customs duty on components used in the manufacture and assembly of tractors has been reduced to 1 per cent. To benefit from this reduction these components have to be imported with the permission of the Ministry of Industry.

The components concerned come under the following tariff numbers:

73.32	84.22	85.19
73.35	84.62	87.06
73.40	84.63	90.23
84.06	84.64	90.24
84.10	85.08	90.27

Inquiries from British exporters for further information about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

DAHOMEY

Tax on re-exportation

IT HAS BEEN reported an ordinance of November 11, 1970 announces a special tax on re-exportation applicable to all merchandise imported directly into the country and sold wholesale for direct re-exportation abroad whether to the Port of Cotonou or an entrepot situated in this locality.

The rate of the tax whose base is either the CAF or mercurial value, is fixed thus:

Cigarettes	35%
Alcoholic drinks	40%
Wines	15%
Machine made embroidery	15%
Synthetic fabrics	35%
Frippery and rags	40%
Motor-cars	20%
Fruits and vegetables	20%

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

NIGERIA

Measures to strengthen foreign exchange reserves

PRESS RELEASE No. 1142 issued by the Nigerian Federal Ministry of Information on November 28, 1970 gave the following details of new measures to conserve Nigeria's foreign exchange reserves:

The Federal Military Government has reviewed the effects on the economy of the Budget Proposals announced in May, 1970, and has, in the light of the experience gained, undertaken to introduce further measures to strengthen the foreign exchange reserves as well as mobilize the savings required for financing the 4-Year Development Programme recently announced.

The critical sectors in the National Economy are:

i. the rising level of Government Expenditure relative to Revenue since April 1, 1968 resulting in large deficits;
ii. the increasing volume of imports relative to exports since April 1, 1969; and
iii. the increasing absorption of inflation from abroad.

Therefore the Federal Government has decided as a temporary measure to modify the Income Tax provisions relating to Companies as follows:

(a) All new industries established in Nigeria with fresh capital from abroad or by Nigerians wherever the capital may come from will have their super-tax limited to a maximum of 2s. in the £. This will therefore have the effect of limiting the total tax and super-tax to 50 per cent instead of 65 per cent as at present. Profits reinvested in existing industries will, subject to a proportion to be defined, qualify for relief from super-tax also. Details to bring these measures into effect will be worked out and announced shortly.

(b) The existing provisions regarding tax on interest will be modified as follows:
the rate of tax on interest in respect of loans received from outside Nigeria with effect from January 1, 1971 will be calculated as follows:
(i) If the term of the loan is not more than 5 years there will be no change from the existing rate of 8s. in the £.
(ii) If the term exceeds 5 years but does not exceed 10 years the tax will be half the standard rate.
(iii) If the term exceeds 10 years the loan interest will be totally exempted from tax.

With immediate effect, all foreign exchange earnings from non-Marketing Board produce or other exportable products from Nigeria should be credited to the Central Bank which shall reimburse the equivalent amounts to exporters in local currency in Nigeria. This measure will not affect the existing Agreements with the Oil Companies and the Amalgamated Tin Mines of Nigeria, both of which will be subject to a separate review.

The Federal Ministries shall, from January 1, 1971, utilize only the Government Bulk Purchasing Agency in the Ministry of Trade for purpose of local purchases or place orders direct with local manufacturers. The existing contracts for local purchases shall be gradually terminated and no new contracts shall be signed.

As from January 1, 1971, measures will be introduced to curtail travels abroad other than for recognized official and business purposes. Under the new measures, residents in Nigeria wishing to travel abroad more than twice in any calendar year will be required to obtain approval of the appropriate authorities.

In order to combat the evils of smuggling, the Government is determined to use all available means along the Nigerian borders and in ports areas, to bring offenders to book.

The Government expects the fullest co-operation from all sections of the community in order to ensure the implementation of Government objectives. These objectives are designed to strengthen the financial position of the Federation and to make it possible to carry out successfully the 4-Year Economic Development Programme recently announced.

Inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064), quoting Reference CRE 25072/G.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

GHANA

Notice to Importers

THE FOLLOWING NOTICE was published in the Ghana *Commercial and Industrial Bulletin* of December 18, 1970:

Notice to Importers No. 357 – Extension of Specific Import Licences

The Controller of Imports and Exports announces that all Specific Import Licences issued for the second half of 1970 are hereby extended to March 31, 1971. There will be no need for the relevant import licences to be endorsed by the Controller of Imports and Exports. The extension does not however cover licences issued during the first half of 1970, i.e. from January 1, 1970 to June 30, 1970.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SENEGAL

Importation of lubricants

A DECREE of October 12, 1970 requires prior authorization to be obtained from the Senegalese Ministry of External Trade, who seek advice from the Ministry of Mines, to import lubricants classified under the tariff heading 27.01(B).

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SUDAN

New trade marks legislation

SUDAN HAS repealed the Trade Marks Ordinance 1931 and replaced it by the Trade Marks Act, 1969, which came into force on September 9, 1969.

Among the changes introduced under the new Act is a reduction in the period of registration of a trade mark from 20 years to 10 years. A period of five years from September 9, 1969 is being allowed within which owners of trade marks registered under the repealed Ordinance may apply for re-registration of their marks and for reclassification in accordance with the schedule to the New Trade Marks Rules.

Trade marks registered under the repealed Ordinance, even if they are due to expire after September 8, 1974, will not retain their validity beyond that date unless they are re-registered and owners of such trade marks are therefore strongly recommended to apply for re-registration well before that date.

It should be noted that the new Act lays down that the exclusive right to a trade mark shall be acquired by registration in accordance with its provisions and as it is uncertain whether use only will be regarded as conferring any rights it would be advisable for any person or firm who wish to use or continue to use their trade mark in the Sudan to apply for registration or re-registration as soon as possible.

Copies of the new Act and Rules are available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

OMAN (FORMERLY MUSCAT AND OMAN)

Customs duties and municipality tax

ON DECEMBER 16, 1970 the Oman Government announced a revision of their customs duties and municipality tax to take place with immediate effect. All imports, with the exception of gold bullion and religious books, which remain free of duty, are now subject to duty of 7 per cent of their c.i.f. value, being 5 per cent customs duty and 2 per cent municipality tax.

The new across-the-board rate reflects a decrease in duty payable on the vast majority of imported goods, previously set at approximately 12 per cent. It will, however, mean an increase in the cost of foodstuffs, formerly imported duty-free, and also goods for industrial consumption, which the previous tariff did not regulate.

Whilst formerly municipality tax was 1 per cent of customs duty paid, it is now 2 per cent of the c.i.f. value of the goods.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

PAKISTAN

Import licensing policy

PAKISTAN'S IMPORT POLICY for the shipping period January-June 1971 was announced on December 31. The four import categories, the 'free' list, the licensable list, the cash-cum-bonus list and the bonus list, have been retained with certain amendments.

To the 'free' list, which provides for the import of certain items under loans, credits and barter, have been added sodium bicarbonate for East Pakistan, tallow (formerly on the cash-cum-bonus list), sodium sulphate and certain minor items (as yet unspecified) for the pharmaceutical industry. In addition, auto-spares and industrial maintenance spares, previously on the cash-cum-bonus list, will be financed under aid, if possible; until allocations become available imports will only be permitted against full bonus.

The composition of the licensable list remains unchanged and no changes, apart from those mentioned in connecton with the 'free' list, have been made to the cash-cum-bonus list.

No additions have been made to the bonus list, apart from interim coverage of auto and industrial maintenance spares, but some less essential consumer goods have been banned altogether; these include motor cars, air conditioners, domestic electrical appliances and accessories, complete sewing machines, earthenware, china, porcelain, arms and ammunition, and expensive clocks and watches.

Any inquiries about this Notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475).

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SOUTH VIETNAM

Exchange rate—correction

LINE 4 of the article on the South Vietnamese Exchange Rate published in *Trade and Industry*, December 9, 1970, page 458, should be amended as follows:

Delete: 'The existing rate of 188 piastres . . .'

Substitute: 'The existing rate of 118 piastres . . .'

It is understood that, as well as the three currencies mentioned in the previous Notice as being authorized to be used for transactions on the Limited Parallel Exchange Market, rates of exchange for other foreign currencies have now been fixed. Direct conversions from other currencies to piastres are therefore now possible.

Although detailed figures showing the rates of exchange for these currencies are not yet available, it is understood that they do not vary by more than 1 per cent from their parity rates with the United States dollar.

Inquiries about this Notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

MALAYSIA

Customs duties amendments

THE MALAYSIAN *Government Gazette* dated December 22, 1970 published the various changes in duties announced by the Minister of Finance in his 1971 Budget speech. It has not been possible to publish full details of these changes, but British exporters may see the relevant *Gazette* notice or address any inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).

NEW ZEALAND

Emergency Protection Authority reports

COPIES OF THE FOLLOWING New Zealand Emergency Protection Authority reports have been received and are available from the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
67.03.00	Human hair for use in making wigs
73.13.32	Sheets and plates of iron or steel – perforated or cellular but not otherwise worked

Customs Tariff changes

THE NEW ZEALAND Government has issued Orders which came into force on December 4, 1970, amending certain items in the New Zealand Customs Tariff. The Chapters concerned are 39 and 51.

Further information for British exporters is available from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401/468/469), and has been published in full by the new computerized Export Intelligence Service.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

AUSTRALIA

Commercial television programmes

ON NOVEMBER 16 the Australian Broadcasting Control Board announced new requirements aimed at achieving a substantial increase in the Australian content of programmes shown on commercial television in Australia.

The present requirement that programmes of Australia origin must be shown for not less than 50 per cent of transmission time will be retained but, under a determination coming into operation in September 20, 1971, United Kingdom programmes will no longer count as half in Australian content,and 45 per cent of programmes shown between 6 pm and 10 pm will have to be Australian. (It is intended to raise the percentage for evening programmes to 50 per cent from June 26, 1972.)

Other new requirements are that in every 28-day statistical period not less than six hours of the programmes shown between 6 pm and 10 pm must consist of first-class release Australian drama, and that not less than four hours of Australian programmes for schoolchildren must be transmitted.

Copies of the announcement are available from the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318), quoting reference No. CRE 26869/9.

Tariff Board inquiry: metal plates for photo-engraving

THE AUSTRALIAN MINISTER for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of metal plates for photo-engraving (tariff item 84.34.390).

This reference is of departmental origin and as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
84.34.300	Blocks, plates, cylinders and lithographic stones, planed, grained, polished or otherwise prepared for printing purposes, not falling within 84.34.2:		
84.34.310	Zinc plates for photo-engraving	25%	15%
84.34.390	Other	7½%	Free

This matter has been reported by the British High Commission at Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than February 2. Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 quoting reference No. CRE 120/71.

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EL SALVADOR

Commercial code

A NOTICE appeared in *Trade and Industry* on November 4, 1970 (page 164) reporting the publication of a new Salvadorean Commercial Code, now effective from April 1 and not as earlier stated January 1, 1971. Article 358 applying to foreign companies, has been under discussion in local Salvadorean commercial circles and HM Embassy in San Salvador have provided a revised translation of this section of the Code and an official interpretation for the guidance of Britsh exporters Paragraph 2 of the previous notice should, therefore, read as follows:

'Under Article 358 companies constituted under foreign laws must comply with the following conditions before they may carry out any commercial transactions on a continuing basis in El Salvador. They must:

(i) Be legally constituted according to the law of a foreign country;

(ii) Be able under the said law to legally establish branches and agencies as necessary under the Salvadorean Commercial Code;

(iii) Have at least one permanent representative in El Salvador with full facilities to carry out activities within the national territory;

(iv) Set up capital appropriate to the commercial activity which might be carried out within the Republic of El Salvador;

(v) Submit to the laws and regulations of the Salvadorean authorities with regard to acts carried out in Salvadorean territory.'

Insofar as Article 358 applies to overseas companies manufacturing under licensing arrangements, or with direct local investments or operating with local subsidiaries, the requirements are not new, apart from one exception. The foreign company must submit the Deed of Constitution to the Salvadorean Authorities to show that their manufactures are authorized in accordance with the company's own ordinances. Overseas exporters to El Salvador are expected to appoint a local representative. However, according to unofficial sources in El Salvador, this requirement applies only to overseas companies exporting to El Salvador 'on a continuing basis' as against a once for all sale or competition under public tenders of Government Departments and Institutions which do not include the need for local representatives in tender specifications.

The remaining paragraphs of the previous notice remain unaltered.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2290), quoting Reference CRE 10983 G.

MEXICO

Import duty amendments

ALTERATIONS HAVE RECENTLY been made to Mexican rates of import duty on certain goods falling in the following categories:

Tariff No.	Description
Chapter 13	Lacs; gums, resins and other vegetable saps and extracts
Chapter 29	Organic chamicals
Chapter 30	Pharmaceutical products
Chapter 31	Fertilizers
32.08	Prepared pigments, prepared opacifiers and prepared colours, vitrifiable enamels and glazes, liquid lustres and similar products, of the kind used in the ceramic, enamelling and glass industries; engobes (slips); glass frit and other glass, in the form of powder, granules or flakes
33.02	Terpenic by-products of the deterpenation of essential oils
37.03	Sensitized paper, paperboard and cloth, unexposed or exposed but not developed
Chapter 38	Miscellaneous chemical products
Chapter 39	Artificial resins and plastic materials, cellulose esters and ethers; articles thereof
Chapter 40	Articles of unhardened vulcanized rubber
Chapter 48	Paper and paperboard
59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant
68.16 A 004	Blocks or bricks, of carbon with agglutinants
69.06	Piping, conduits and guttering (including angles, bends and similar fittings)
Chapter 73	Iron and steel and articles thereof
82.04 A 071	Parts or components for staplers
84.54 B 028	Machines for cleaning magnetic tapes or discs used in electronic computers
84.59 L 034	Parts and components for pneumatic appliances for lubricating motor vehicles
Chapter 85	Electrical machinery and equipment; parts thereof
87.06 A 007	Dashboards, panels and arm-rests, padded, for motor vehicles
89.01 A	Ships and boats, propelled by mechanical means
Chapter 90	Optical, photographic, cinematographic, measuring, checking, precision, medical and surgical instruments and apparatus; parts thereof
Chapter 92	Musical instruments; sound recorders and reproducers; television image and sound recorders and reproducers; magnetic; parts and accessories of such articles

British exporters requiring details of the new rates of duty should specify the goods with which they are concerned and address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476 or 7312).

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obained free of charge from the Department of Trade and Industry EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

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UNITED STATES

Motor vehicle safety standards

Motor cycle controls and displays

NOTICE OF A proposed new standard to apply to motor cycles equipped with handlebars was published in *Trade and Industry* on November 18, 1970.

The United States National Highway Safety Bureau has now extended the time for filing comments to March 6, 1971.

Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 24.12.70.

Fair Packaging and Labelling Act: —chamois

NOTICE WAS given in *Trade and Industry* on November 4, 1970 and *Export Intelligence* on November 4, 1970 of proposals to exempt chamois packaged or labelled for retail sale from certain labelling requirements.

The United States Federal Trade Commission, after consideration of comments received have concluded that the proposals should be adopted.

Further comments may be submitted to the Secretary, Federal Trade Commission, Washington DC 20580 not later than January 22, 1971.

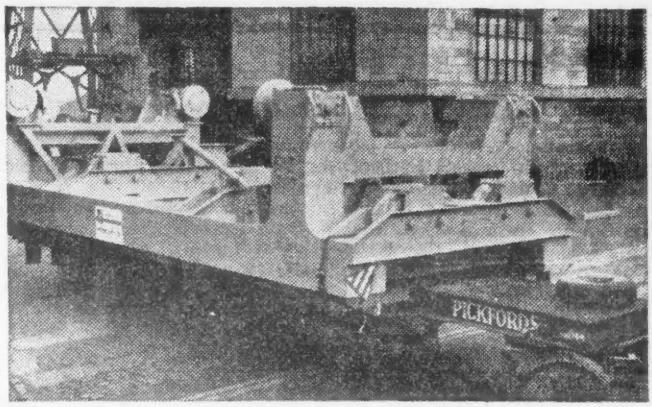
British exporters may obtain further details about this notice from Tariff Section, Export Data Branch, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 24.12.70.

Banned hazardous substances—repurchase or rectification

THE UNITED STATES Commissioners for Food and Drugs have announced proposals to amend Section 15 of the Federal Hazardous Substances Act to provide details of methods of the repurchase of banned hazardous substances.

Interested persons may submit written comments to the Hearing Clerk, Department of Health, Education and Welfare, Room 6-62, 5600 Fishers Lane, Rockville, Md 20852, not later than January 17, 1971.

Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).



The trolley bed for a twin-lift container crane leaves the Bath works of Stothert and Pitt Ltd., on the first stage of its journey to Wellington, New Zealand. The engineering group was awarded the contract to supply the crane by the Wellington Harbour Board. The crane is for the new container terminal being built on reclaimed land at Wellington. The value of this contract is £485,000. Recently Stothert and Pitt were awarded a contract by the New Zealand Railways to supply a Goliath crane for Wellington.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful Air Mail Leaflet which gives postage rates, times of transmissions ing order can be placed for its regular delivery.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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CANADA

Invoice descriptions for footwear

THE CANADIAN GOVERNMENT have announced additional invoicing requirements in respect of footwear, to be effective for all goods shipped to Canada on and after February 1971.

British firms requiring further information should address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456 and 457).

Anti-dumping duty legislation

NOTICES IN *Board of Trade Journals* of October 1, 1968 and January 3 and 10, 1969 gave particulars of Canada's current Anti-Dumping Act. A Bill to amend the Act is now before Parliament.

The Bill's main purpose is to broaden the terms of reference of the Anti-dumping Tribunal to permit it to inquire into whether or not certain categories of imports are causing or may cause injury to Canadian producers, for reasons other than dumping. The Tribunal's present terms of reference provide that it may inquire into injury from imports only in so far as injury is caused by 'dumping'.

Examples given of categories of imports which could be investigated under the proposed new provisions are (1) those whose prices are affected by 'government subsidies' (government export credit rates are included under this term), (2) those imported in large volume at very low prices in a short period of time which disrupt orderly growth of a market and have an adverse effect on both Canadian producers and on exporters to Canada who have already established a position in the Canadian market.

The Bill also provides a number of technical amendments which have been included to clarify the wording of the present legislation in the light of experience gained in administering it.

Further information will be published as soon as it becomes available. Inquiries concerning this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2629 and 2328).

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Report on Overseas Trade

Prepared by the Statistics Division of the Department of Trade and Industry

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices ". . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times* Monthly **6s. (30p)** (*by post* **6s. 6d.**). Annual subscription **£3 16s. (£3.80)** including postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

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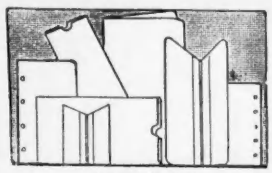

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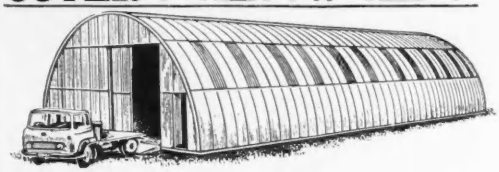

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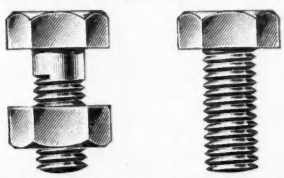

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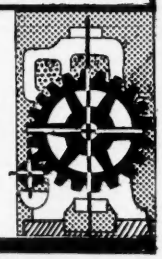

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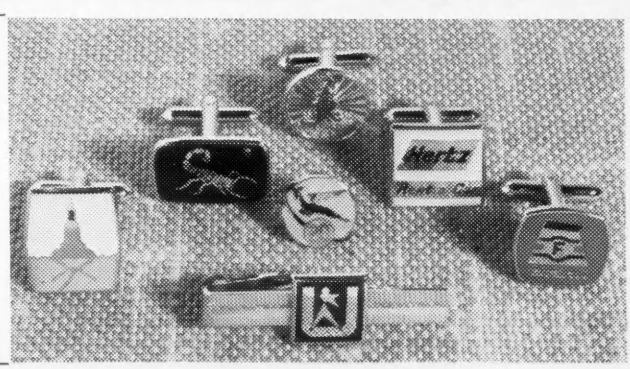

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